

CHEMIST & DRUGGIST

The newsweekly for pharmacy

a Benn publication

March 24, 1984

Nielsen show independent is falling behind in turnover race

NPA seeks members' views for Nuffield

East Sussex goes 'rural'

Computers in pharmacy: two 'basic' programs



AT LAST THE JUICE TEAT

Whether a baby is breastfed or bottle fed, by the time he is one month old he will both enjoy and benefit from regular juice drinks.

So what could be a more natural way to give juice to a baby than with his own special Juice Feeder?

And naturally the new Juice range is unique to Nursery. The very latest in the Nursery range of products by Griptight, the Juice range is poised to open up a refreshing new market opportunity for you.

The new Juice Teat is made from soft moulded rubber and is specially designed to cope with anything from diluted syrup to natural fruit juices and extracts. Hygienically sealed in see-through blister packs, they are supplied in outers of 15, giving you a colourful pop-up counter display.



There's a 125ml Juice Feeder too, attractively decorated with a fruit pattern so mothers can easily distinguish it from their milk feeders.

And probably the brightest idea of all! The Juice Trainer. Absolutely unique, the Juice Trainer attachment fits neatly onto the Juice Feeder and simply takes the place of the teat, giving a brand new drinking vessel that bridges that vital gap in the market between teat and training cup.

Cleverly shaped to fit the mouths of young babies, the Juice Trainer is designed to help babies progress in feeding development.

And mouthwatering new packaging will ensure that very soon mothers will be automatically asking for Nursery Juice products when they buy their baby drinks. It's only natural.

Talk to your wholesaler now. And get just a taste of the rich pickings to come.

NURSERY
A RANGE OF PRODUCTS BY GRIPTIGHT

BABIES DON'T JUST DRINK MILK.

AT LAST THE JUICE TRAINER



The Nursery range of products includes teats, nipple shields, feeders, soothers, disposables and baby wipes. Further details of all our products can be obtained from Karen Brazier, Customer Services, Lewis Woolf Griptight Limited, Oakfield Road, Selly Oak, Birmingham B29 7EE. Tel: 021-472 4211.

There's more in it for you.. KAOPECTATE

Anti-diarrhoea medicine

for the relief of diarrhoea



Kaopectate is a tried and tested product for all the family. It's natural formulation is free from morphine and antibiotics. That means you can recommend it to your customers with confidence.

It brings rapid yet soothing relief from diarrhoea and in reduced dosage can be given to children, too.

The 180ml. provides up to 6 adult doses in a virtually unbreakable pack — ideal for the traveller and safer at home.

Each 100ml. contains Kaolin B.P. 20.6g. in a pleasant tasting and aromatic suspension with a welcome carminative effect.

S.R.P. £1.48

Kaopectate is supplied in a distinctive outer of 12 packs.

For highly attractive terms contact the
SOLE DISTRIBUTOR: PHARMAGEN LTD.
West Lane, Runcorn, Cheshire WA7 2PE
Tel: Runcorn (0928) 712918

180ml Poly Pack
convenient! 46%* profitable! PLUS P.O.R.

More economical per ml. than the 500 ml. pack!

* (On seasonal deals)



Upjohn

Upjohn Limited, Crawley, W. Sussex

P.L. No. 0032/5040 Registered Trademark: KAOPECTATE 2420 UKV

CHEMIST & DRUGGIST

Incorporating Retail Chemist

CONTENTS

March 24, 1984
Volume 221 No 5412
125th year of publication
ISSN 0009-3033
Editor/Publisher:
Ronald Salmon MPS
Deputy Editor:
John Skelton BPharm, MPS
Beauty Editor:
Liz Platts BA
Technical Editor:
Patrick Grice BPharm, MPS
Contributing Editor:
Adrienne deMont BPharm, MPS
Editorial Assistants:
Paul Slade BA
Steven Titmarsh BPharm, MPS
Art Editor: John Clement
Price List Controller: Colin Simpson
Director: James Lear
Advertisement Manager: Peter Nicholls JP
Assistant Advertisement Manager:
Doug Mytton
Production: Shirley Wilson
Published Saturdays
by Benn Publications Ltd
Sovereign Way, Tonbridge, Kent TN9 1RW
Telephone: 0732 364422 Telex: 95132
Subscriptions:
Home £46 per annum
Overseas & Eire £60 per annum
including postage
Member of the Audit
Bureau of Circulations
Regional advertisement offices:
Midlands: 240-244 Stratford Road, Shirley,
Solihull, W. Midlands B90 3AE
021-744 4427
North East and North West:
491 Chester Road, Old Trafford
Manchester M16 9HF. 061-872 5151
West Country & South Wales:
10 Badminton Road, Downend, Bristol
BS16 6BQ. 0272 564827

Benn

Independents losing turnover battle

Nielson show multiples, Co-ops and drug stores perform better

540

Glaxo obtain more Ventolin undertakings . . .

. . . in the High Court

541

East Sussex goes 'rural'

Crowborough's Safeway pharmacy maybe held up

543

Ex-Council member operated unregistered pharmacy

Society brings private prosecution

544

Seeking Blackpool illumination

Norchem preview

562

Computers in pharmacy

Two 'basic' programs

564

NPA seeks members' views for Nuffield

Board reports for January and February

570

Hoechst scrap £10m UK drug investment

'Totally adverse' financial climate blamed

572

Topical reflections by Xrayser **546**

Counterpoints **551**

Prescription specialities **557**

Points of law **561**

Health centre news **563**

Letters **568.570**

Business news **572**

Appointments; coming events **574**

Classified advertisements **575**

People **578**

COMMENT

What is worse than biased comment? Surely biased comment presented so that it appears to be unbiased!

BBC 1's "Medical Express" programme last week opened with an item on rural dispensing and "stood back" from the problem in mock horror at the stupidity of a situation which did not allow patients to choose for themselves between doctor and chemist. The programme took as its example the case of Great Wakering in Essex, which has been closely followed in the pharmaceutical and medical Press.

The programme's resident medical man, Dr Michael O'Donnell, explained why some doctors dispense, then added: "The chemists saw the drug store and supermarket as a threat, then they decided the doctor was a threat as well. So the DHSS steps in and tries to please everybody and ends up pleasing nobody."

What was *not* explained was that the opening of Mr Lawrence Collin's pharmacy in a previously doctor dispensing area was an exception that "proved the rule," and that since then the Clothier regulations have become law — and since *then* it is the doctors who, all over the country, are seeking dispensing rights which could have a disastrous effect on the rural pharmaceutical service. Nor was there any explanation of why it is uneconomic for a pharmacy to depend solely on patients within a mile of a village.

Mr Collin has also attracted much local Press coverage, of course, but watch out for further instalments in East Sussex (p543). So far, the public have supported pharmacy against doctors' dispensing applications at Heathfield, but now the whole county (outside coastal towns) has been designated "rural." This means that a Safeway pharmacy's contract may be held up — in a

town, Crowborough, with a population of 17,500 and with an anticipated store catchment area of 27,500.

We hold no brief for Safeway's intervention: there are three pharmacies (Boots and an independent's two shops) all within catapulting, if not stone-throwing distance of the new superstore. But will the public understand when, next April 16, a prescription cannot be dispensed by a pharmacy — particularly if the others, unlike the store, have already closed?

But more of a threat could be that non-dispensing doctors may be set thinking. Pharmacists may sieze upon Clothier designations as ideal means of keeping out the multiples and producing rational distribution. But if the designations encompass fast-growing urban townships, pharmacy may well be the loser in the end.

Independents losing battle for turnover

Multiples and Co-ops are leaving the independent behind in the race for turnover, according to a major Nielsen review of chemist trading. Meanwhile, drug stores are coming up on the rails.

The average turnover of multiples excluding Boots the Chemists, and Co-operative pharmacies in 1982 was £228,927 — 35 per cent higher than that of the average independent at £168,820. Five years earlier they had been much the same: multiple, £100,800 and independent £96,583.

This represents a 121 per cent increase for multiples and Co-ops from a slightly reduced number of shops (down 36 to 1,254) against a 76 per cent increase from 8,271 independent pharmacies (up 32).

During this same five-year period drug store numbers went up 6 per cent to 1,563, and their turnover jumped 102 per cent to nearly £195m in 1982. Turnover in pharmacies (excluding Boots) increased by 82 per cent to more than £16.8 billion. At the same time the general index for medicines and toiletries was higher by 89 per cent.

Nielsen say the performance of drug stores represents "considerable real growth" at a time when the proportion of consumer expenditure going to retailers fell after 1979.

Multiples accounted for 17 per cent of the £16.8 billion pharmacy turnover in '82 compared to 14 per cent in 1977.

Nielsen charts show that stock levels in pharmacies and drug stores that had remained more or less constant through 1981 and 1982, took a plunge in 1983, although by October showed signs of picking up again. (C&D regularly publishes Nielsen charts showing sales and product trends in pharmacies and drug stores as well as OTC/NHS sales ratios).

In the same period the independent has come to depend much more on NHS turnover which broke the 70 per cent barrier for the first time at the end of 1982. By comparison the multiple's OTC trade still accounted for 47 per cent of turnover in 1982 while the independent's took less than 33 per cent at the counter.

Nielsen comment that this does not imply

that dependency on NHS business has not had its advantages: "But it has tied the fortunes of pharmacists more closely to receipts over which they have little or no control, a point clearly illustrated by the recent dispute over drawbacks."

There are considerable regional variations behind the national trends. London, which has 25.7 per cent of pharmacies and 27.6 per cent of drug stores, accounted for 24.5 per cent and 33.8 per cent of their respective national turnovers in '82. The multiples and Co-ops now take 20.7 per cent of the London pharmacy cake (£85.34m) compared with just 16.7 per cent (£37.95m) in '77.

Multiple pharmacy turnover registered stronger in the North as well, while the independents fared better in the South outside London. In fact Nielsen say independents' turnover increased ahead of the multiples' in Anglia, Southern and Wales, West and Westward regions.

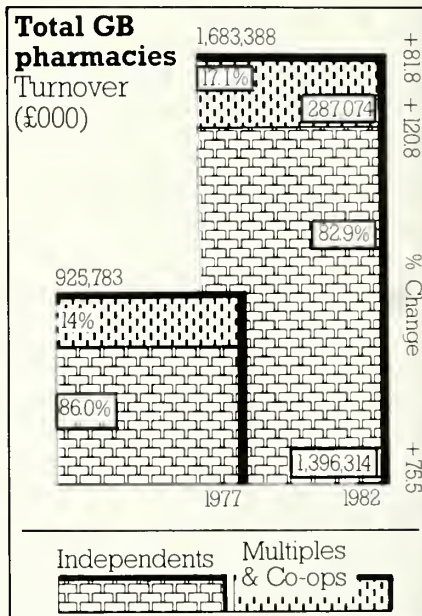
For instance in the WWW Nielsen region the independent multiple turnover split in 1982 was 85.1:14.9. The independent has put on 80.7 per cent since 1977 to reach £146m and the multiple 68.8 per cent to register £25.59m. Numbers fell 25.3 per cent to 124 for multiples and by 2.2 per cent to 877 for independents.

In the same WWW region drug store numbers went up 13 per cent to 130 while turnover increased 99.5 per cent to £12m.

The multiple sector of pharmacy is fairly localised, say Nielsen. For example in Lancashire in 1982 120 multiples took 10 per cent of turnover in the region (there are 1,276 independents) compared with 23 per cent in Yorkshire (162 multiples, 767 independents). Lancashire also accounts for 16 per cent of the national NHS turnover (second after London's 20.9 per cent), while Yorkshire's share was 10.5 per cent (population 13.9 and 10.9 per cent respectively). Lancashire and Yorkshire took 14.3 and 10 per cent respectively of the total pharmacy turnover in 1982.

Of independent pharmacies, Nielsen say 28.8 per cent are situated in town centres and 6.9 per cent in isolation. The 10 per cent in purpose-built shopping centres or pedestrian precincts have the highest average turnover at £188,465.

The 8,271 independent's opening hours vary considerably. There were 14.4 per cent opening under 40 hours a week in 1982, 81.8 per cent from 40-60 hours and just 3.8 per cent open for more than 60



Independents v multiples and Co-ops in the turnover race.

hours (in London, 9.1 per cent).

Nearly 84 per cent of independents belonged to a buying group (of wholesalers in '82, but as they took only 84 per cent of the turnover taken by all independents, they did not apparently attract more trade than their peers. However, Nielsen say the groups are one means for the independent to improve his competitiveness and profitability.

Nielsen point out that the independent pharmacy still utilised a number of other sources despite the high level of buying group membership — 86 per cent direct from manufacturers with a similar number using "cash and carries", and almost 20 per cent buying from general wholesalers. "In part, this multiplication of sources reflects the range of products sold in the pharmacy independent, but it would seem unlikely that maximum purchasing effectiveness is being achieved."

Drug stores are still concentrated in the South with those in Nielsen's London and Southern regions taking 48 per cent of national turnover. "this indicates the scope for expansion that still exists," the company says. Greatest growth areas, by turnover, for the 1977-82 period was Anglia (up 261 per cent).

In pharmacy 15 per cent of chemists take 26 per cent of turnover against the 60 per cent taken by the same proportion of drug stores. Nielsen say drug store chains compete more effectively in the High Street "Pharmacy and Drug Store Trading in 1982", comprising 105 pages of tables and charts, plus commentary (£150). A.C. Nielsen Co Ltd, Nielsen House, Headington, Oxford OX3 9RX.

Chemist & Druggist 24 March 1984

More Ventolin undertakings

Glaxo received further undertakings in the High Court last week over the packaging of imports into the UK of Ventolin inhalers produced in Europe.

Bomore Medical Supplies and its managing director, Mr Stanley Blum, agreed not to sell or supply Allen & Hanburys' Ventolin aerosol inhalers in what are alleged to be counterfeit copies of packaging.

The company also agreed not to sell or supply the inhalers in any carton, or with any leaflet or trade mark of Allen & Hanbury, without Glaxo's consent.

The undertakings are effective until judgment or further order in Glaxo's pending action against Bomore Medical Supplies, alleging infringement of copyright and trade mark, and passing off.

Mr Nicholas Pumfrey, counsel for Bomore, told Mr Justice Nourse that the case concerned parallel imports and raised complex questions of Community law.

In view of Press interest, he wishes to make it clear that his clients would continue to import and sell the product as Glaxo Ventolin, without the packaging complained of or the Allen & Hanbury mark. The product was sold by Glaxo as Ventolin in France, Belgium and Italy.

Irving Chemists Ltd also gave temporary undertakings in the High Court last week that imported Ventolin inhalers will be supplied in specially-worded cartons.

The wording will specify that the product is made by Glaxo within the EEC, so as to distinguish it from Ventolin manufactured by Allen & Hanbury.

The undertaking, in an action by Glaxo Group and Allen and Hanburys, was

offered until April 17, when both sides are expected to have their evidence ready for hearing.

Glaxo has other actions afoot concerning imports of Ventolin from Europe.

□ Irving Chemists Ltd are the same company as Irvings Chemists Ltd of Bradford (C&D, March 17, p455).

Chemists' wholesalers **Maltown Ltd** agreed in the High Court this week not to sell inhalers in packaging allegedly copied from that used by the Glaxo group for its Ventolin inhalers.

Glaxo claim that their packaging cartons for Ventolin have been counterfeited by Maltown, in breach of copyright, Glaxo's counsel Mr Guy Burkill told Mr Justice Peter Gibson.

Glaxo have issued a writ against Maltown and director Malcolm John Town seeking a permanent injunction to stop any infringement of their packaging copyright. The writ also seeks an inquiry into any damages Glaxo have suffered by any breaches of their copyright and trade mark.

By their undertakings, Maltown agreed not to sell inhalers under the name of Glaxo subsidiary Allen and Hanburys or its trade mark or in any packaging the same as, or confusingly similar to, that used by Glaxo for their Ventolin inhalers sold in this country.

Maltown also agreed not to infringe Glaxo copyright in various forms of packaging and instruction leaflets, not to infringe the "A&H" trade mark, and not to "pass off" inhalers as Glaxo's, when they are not produced by Glaxo for sale in this country.

The undertakings were given subject to two provisos — that they did not prevent Maltown from dealing in inhalers in accordance with a licence granted to them under the 1968 Medicines Act, or from dealing in inhalers manufactured by, or with the consent of Glaxo.

'Killing' parallel importing

Reimbursing pharmacists only for the actual cost of medicines dispensed would rapidly kill parallel importing according to a firm of London stockbrokers.

Alternatively some sort of import licence could be introduced the cost of which would deter some of the more "fly by night" operators, says the company. However, the government recently rejected a proposal for pharmacists to endorse scripts "PI" when a parallel imported product was dispensed (C&D March 3, p393).

In their report, "Parallel importing," issued last week, Wood, Mackenzie & Co say the government is unlikely to deal with the problem by reducing UK prices.

Parallel importing undermines the government's control of the market and has an adverse effect on profitability. Conversely, wholesalers/distributors and pharmacists benefit by using less expensive foreign medicines says the report.

Wood, Mackenzie & Co conclude that given the present government's objectives and the pharmaceutical industry's importance to the economy drug prices in the UK appear to be at a realistic level by international standards.

□ Mr Alan Hall, a pharmacist from Hartlepool, Cleveland, suggested in a letter to the *Daily Mail* last week, that investigations into pricing policies might be more worthwhile than attacking pharmacists and their profession.

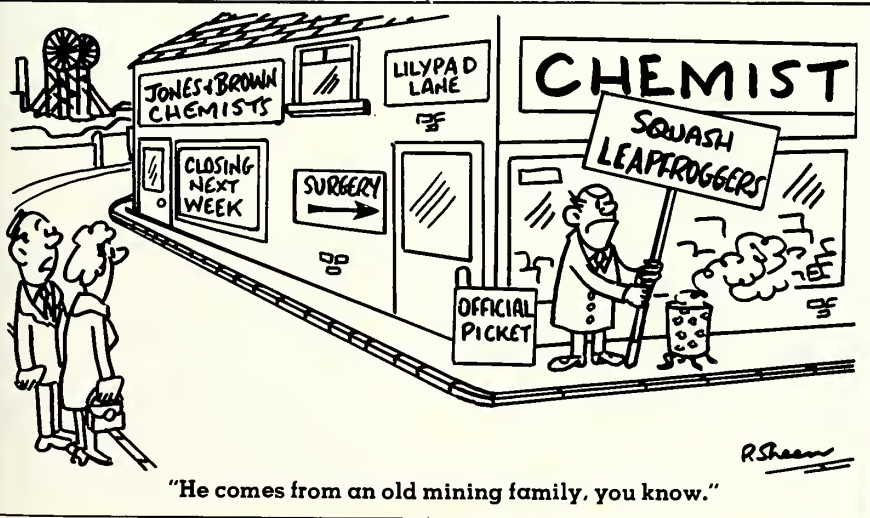
RPA non-users register

The Rural Pharmacists Association is starting a register of non-users of parallel imports.

The register is open to all pharmacists, who will be asked to send in a statement to the effect that they do not use parallel imports and a £2 fee to cover incidental expenses.

RPA secretary John Davies says people on the register would have to be willing to have their invoices inspected, and he feels the list would be a force to be considered should contractors ever be faced with a clawback.

"It could be of use to the Pharmaceutical Services Negotiating Committee," he says. "There is nothing to stop the PSNC and the Society doing this but they haven't done anything."



"He comes from an old mining family, you know."

Look who's backing the market leader now...



PROFIT FROM LIMMITS*

Britain's Biggest-Selling Slimming Range†

Below you see the key bestseller products in the Limmits Range, now brought to you by Bayer, a major force in the health foods and dietetic products market.

Limmits are the dominant market leader in the increasingly important biscuit sector,

outselling nearest competition two-to-one.

Stand by for a new Limmits Lift-Off now this famous brand has the backing of Bayer, a company with a proven track record for full promotional and merchandising support for the chemist.



East Sussex 'goes rural'

East Sussex Family Practitioner Committee has decided the whole county should be classified as rural in character except for a string of coastal towns.

Pharmacist contractors and doctors are being appraised of the move in a letter being sent out this week, and will have 30 days in which to appeal. The proposals have to be ratified by the Rural Dispensing Committee.

Areas which are not classified as rural are the towns of Hove (including Port Slade)

Brighton, Eastbourne, Bexhill and Hastings (including St Leonards).

This means that under the present designation towns such as Crowborough, population 17,500 and Uckfield with a population of just under 10,000, are to be regarded as rural areas. Caught in the "controlled locality trap" is a new Safeway pharmacy opening in Crowborough on April 16.

There are presently four applications for doctors to dispense in the county being processed by the FPC, including the one at Heathfield (C&D, Feb 11 and March 3).

Mr Billett, assistant administrator, does not feel there will be any more applications, since about 80 per cent of the county is covered by dispensing doctors at present.

Atropine error costs £3,000

A Humberside pharmacy has recently had £3,000 withheld from its remuneration for dispensing a mixture containing atropine which was 1,000 times too strong.

Humberside Family Practitioner Committee's decision was upheld by the Secretary for Social Services despite representations by the company over the size of the sum.

The patient had been prescribed the

atropine mixture after complaining of abdominal pains. She was later taken to hospital for kidney dialysis.

In mitigation the company said the medicine had been dispensed during a busy evening rota. The pharmacist had been under pressure all day because a second pharmacist from the branch had been delayed in London because of a rail strike.

But the FPC felt the company should have arranged a replacement for the pharmacist delayed in London.

The pharmacist director, on behalf of the company, had admitted the error, accepted full responsibility for it and expressed a sincere apology.

GP dispenses poor labels

Concern over inadequately labelled medicines supplied by a dispensing doctor has led an Essex woman to turn to her local pharmacist for help.

The woman noticed that drugs supplied to her mother-in-law in a number of cases had no name on the label and no indication as to what was inside the bottle.

"Most of the bottles have got directions on as to how to take them, but no name. I don't know of anyone else who has the same thing happen to them," she told C&D. "I do not think it is right to give things to old people like that. If there was more than one resident the bottles could get mixed up."

The woman's mother-in-law has been visiting the surgery fairly regularly for the past three years. She lives on an isolated housing estate with few amenities. The nearest pharmacy is 20 minutes away on the bus. The practice's receptionist at the surgery dispenses the medicines.

"The cards do not even come out of the drawer," says the woman — who has asked

not to be named. "The receptionist writes out the prescription, and mother-in-law signs the back while it is made up. If she went and asked for painkillers surely she should be asked to see the doctor."

In two samples presented at the pharmacy, one, for Benlylin was said to have been dispensed two-thirds full with no label at all, and the other, containing Stemetil tablets, was labelled only "The tablets" and with the surgery address.

A complaint to the Family Practitioner Committee is being considered, but the woman is concerned in case the standard of treatment her mother-in-law gets will fall as a result.

Suppliers of domiciliary oxygen are urged to check any MC oxygen masks (BXL, Barnsley) they hold. A small number have been found to have the angled gas supply connector partially or totally occluded due to a moulding defect. Suppliers will provide replacements.

The Pharmaceutical Society's calendar 1983-84 was published recently (£6). It contains information on Society administration, organisation and activities.



Winner of Unichem's February Golden Dozen £1,000 top prize is Philip Bratley, MPS, of P.A. Bratley pharmacy in Pontefract, Yorkshire. Unichem's non-executive director, Ken Seal (right) presents the prize

Fees could be location answer

Proper fees for community pharmacists and a salaried service of pharmacists in health centres would encourage a more rational location of pharmaceutical services says a Socialist Health Association's leaflet.

The Charter for Health prescribes more involvement for the government in the drug industry, probably by taking a major stake in the industry.

A code of practice would be set out for a proportion of all drug company research to be concerned with prevention, and with less common illness. The DHSS should also grant money for research, the pamphlet says. Generic prescribing would also be encouraged under a future Labour government.

PL omission

We apologise to subscribers for the omission from the March 17 Price List Supplement of the "This week's changes" section. This was due to a last-minute failure at the typesetters. The Supplement with the current issue therefore includes two "This week's changes" sections — one for March 17 and one for March 24. Both sets of changes will be incorporated into the April Price List as usual.

Ex-Council man convicted

A one-time member of the Pharmaceutical Society's Council was last week convicted for not registering his own pharmacy.

Mr Stanley Blum was on the Society's Council from 1968 to 1971 and is "clearly eminent in his field," his solicitor told Marlebone Magistrates' Court, West London. But on March 16 Mr Blum and his company, La Belle Dame Ltd, each admitted the same two specimen charges of unlawfully selling medicines from unregistered premises. Both defendants also asked for a list of 734 similar offences to be taken into consideration.

Miss Katrina Wingfield, prosecuting, told the hearing Mr Blum was caught out after someone telephoned the Law Department of the Pharmaceutical Society.

As a result of the call, the Society's officers phoned Mr Blum telling him they had no record of his shop at 132 Bramley Road, North Kensington, London, being registered with them. Mr Blum admitted this and promised to close the shop, one of five he owns or part-owns, while he applied for registration.

But the next day, July 14 last year, two of the Society's inspectors visited Mr Blum's shop and found it still open for business, said Miss Wingfield. They were able to buy eye drops and a bottle of kaolin and morphine mixture — purchases which later formed the two charges before the court. The

inspectors then ordered the shop to be closed. They also seized 500 prescriptions which had been handled in the previous fortnight. These later formed the offences taken into consideration. Mr Blum was not at the shop when the inspectors visited, the court heard. Miss Wingfield, appearing for the Pharmaceutical Society in the private prosecution, said Mr Blum's application for registration was received hours after the Society's first phone call to him. It was granted six days later and the shop is today operating normally and legally.

Miss Caroline Williams, defending, told the court the shop was unregistered for just the first six weeks after it opened. She said Mr Blum forgot to register it because "he is a very busy man and also because he was in the throes of divorce proceedings at the time."

Miss Williams said Mr Blum went back on his promise to the Society to close the shop because it was the only chemist in the area. Mr Blum opened the shop after another of his shops across the road, was forced to close by local council demolition plans. The first shop had been properly registered, said Miss Williams.

Mr Blum had no previous convictions and had an "exemplary record in his profession," said Miss Williams. She added that Mr Blum had advised parliamentary committees on pharmaceutical matters and sat on numerous other committees and public bodies.

Stipendiary magistrate, Mr J. Campbell QC, conditionally discharged both defendants for 12 months but gave them seven days to pay £250 prosecution costs.

anything wrong between 1977 and now. If we have, we hereby declare that it is valid and lawful and cannot be repaid."

Mr Clarke insisted that the Government has no intention of seeking to reopen everything that had gone on since 1977.

He also made it clear that Government intends to take early action to limit what he described as the "flood of drugs" being brought into Britain under parallel importing arrangements. Mr Clarke stressed that the Government's main concern was to ensure that safety procedures were properly applied.

The Government and the Pharmaceutical Services Negotiating Committee are close to completing their respective cases on an improved form of contract: negotiations should begin in the next few weeks.

Labour MPs criticised Government for concentrating too much effort on seeking to limit payments made to pharmacists while failing to show sufficient vigour in dealing with excessive profits made by major drug companies.



Sustained by Farley's Rusks (provided by the company) student Sarah Jones was the first girl home in Cambridge University's three mile sponsored crawl. The antics raised £3,000 in aid of the Save the Children Fund

CPP decision in October

A decision on the future of the College of Pharmacy Practice is to be made in October.

A paper is to be circulated with the June correspondence journal giving associates the opportunity to comment on the separation from the Society, the College's board of management heard at its March meeting. This follows an unsuccessful attempt to promote debate on the subject at the College's annual meeting in January (C&D, February 4, p205).

Student membership of the College now stands at 270 the board heard. There had been requests for more information from about one third of pharmacists who registered in 1978 who had been sent a letter from the College.

Work is progressing on a new presentation of College syllabuses and on a mock Part 1 examination paper. The syllabus review group were also considering comments made by Mr W.R. Dunn who spoke about continuing education at the January annual meeting. And it was agreed to appoint regional tutors.

A three-year plan for national college meetings is to be presented at the next board meeting together with details of a weekend school in Birmingham at the end of August or beginning of September. The Board also heard preliminary arrangements for area study days later in the year.

Clawback clause in Committee

The Government has reaffirmed its determination to secure unchallengeable statutory authority to compel pharmacists to repay any over payments made to them for dispensing drugs and medicines to NHS patients.

A new clause has been added to the Health and Social Security Bill which is designed to prevent other sections of the profession building on the success achieved by the Post-1980 Contractors Committee in its legal challenge to the Government's clawback scheme.

Health Minister Kenneth Clarke has also sought to allay anxieties on the new clause. He told the Commons Standing Committee considering the Bill: "What it actually means — if I may try a reckless paraphrase — is that we do not think that we have done

WHICH PACKAGING...?



Marplan research has established that 80% of consumers believe that glass packaging suggests a good quality product. The next best packaging material only scored 8%!

Of the 5 container attributes which consumers consider most important, glass comes top in 4.

- DOESN'T AFFECT TASTE
- KEEPS WELL
- OPENS EASILY
- IS RE-SEALABLE

SAID GLASS.

SUCCESS IN GLASS

GLASS MANUFACTURERS FEDERATION



For more information on Marplan research into consumer packaging preferences please write to:
Glass Manufacturers Federation, 19 Portland Place, London W1N 4BH

PPA computer plans go ahead

A further 16 Rediffusion R2800 Telecentre computer systems have been ordered by the Prescription Pricing Authority for installation at Liverpool, Sheffield, West Bromwich, Manchester, Preston and Newcastle.

Each system will have a 66MB disc and a total of 581 workstations will be supplied, plus software. The contract also includes a ten year maintenance agreement. Twenty systems have already been ordered for installation by the end of this year in Newcastle, Durham, Bolton and Wakefield.

The project is planned to be completed by mid 1986, when the PPA will be supporting one of the largest data entry systems in the country with over 1,400 workstations.

Aston unit open

New cancer research laboratories were to be opened at Aston University's department of pharmacy on Friday after C&D went to press.

The laboratories, which are purpose designed and have facilities for all aspects of anti-cancer drug development, have been funded by an award of £544,000 from the Cancer Research Campaign. The experimental cancer chemotherapy research group was set up at Aston in 1980 when the CRC awarded a five year grant to Dr A. Gescher, Dr J.A. Hickman and Professor M.F.G. Stevens, who act as co-directors of the group.

Since then, two new drugs have been developed through to the clinical stage. Mitozolomide, developed in conjunction with May & Baker Ltd, is said to be one of the most effective agents yet discovered for killing tumour cells in animals. N-methylformamide is the subject of an extensive clinical study throughout Europe to assess its activity against lung and colon tumours, two forms of cancer most refractory to other drugs. Unlike other antitumour agents, it appears to have no toxic effects on the bone marrow.

Another novel agent, MZPES, designed to be effective against tumour cells resistant to methotrexate, is due to make its clinical debut this year.

The research group has a Campaign-funded staff of eight post-doctoral workers, nine support staff and a number of PhD students. The annual recurrent grant to the group is £268,535, of which £98,000 is for running expenses.

Warning labels

Have you read the Council's recommendations on labelling in the middle pages of last week's PJ? Lor'luv a duck! How are we to type that lot onto our labels?

Look up Ceduran. Numbers 9, 14 and 21 which translates into: "Take the medicine at regular intervals. Complete the prescribed course unless otherwise directed. This medicine may colour the urine or stools. Take with or after food." Not bad when attached to the name and doctor's directions, patient name and date dispensed?

Of course what I have just written is not really valid in the sense that it's our job to make sure the patient has this information. Some of the warnings may be given verbally — as we try to do in my pharmacy — as well as writing the most important on the label.

At first glance the list is overwhelming. The print is tiny and the numbers look like a tedious reference job. In practice I can see them becoming learned by heart within a matter of weeks by those of us still typing. Perhaps the makers could print the numbers on the labels? Perhaps we could do it when we put the goods on the dispensary shelves? Perhaps those wholesalers who supply labels will incorporate the numbers onto them at computer print level?

But now the list has been published, so we can't buck the system by claiming oversight, pressure of work . . . or whatever. I think too this list must be welcomed by all those who supply computer print programmes, because now we have an approved system.

Finally, because of the tedium of having to look up this far from easy reference sheet (printed on both sides of cheap newsprint, so it can't be mounted or kept for long), but knowing the warnings have to be given, I think I shall really start looking for a computer print system. The dust has settled after the flurry of initial fears, prices have dropped and as its nearing the end of my financial year, I'll use my capital while I've still got it, and gain full capital allowance as well. So for about £500 in real terms I'll get a system. I'll sack the managing director to save the money.

Patient comfort

Say after me, "Daily Mail". What? No swearing allowed? The funny thing is, my customers don't believe the headline which said we chemists were ripping off the Government for £100m a year.

To my surprise, the one I thought would most rejoice in my discomfort asked me if it

was true. Three succinct sentences later he understood what the fuss was about and said, kindly: "I didn't really believe you would give duff products."

Despite the Editor's gloom about the effect on our reputation, people *know* what these reporters are like, particularly when they see on television the way respectable people like Royalty, and Botham are badgered. The great British public is by no means as daft as is thought.

A while ago I was all set to write a great exposé to one of the major papers, but asked the "Ed" what he thought. After a long silence (on telephone, at 10p a minute, *my* money), he said it would likely be warped to suit a particular bias.

In the light of what happened to the story fed to the *Daily Mail* by Mr James, managing director of wholesaler Richard Daniel, I am profoundly grateful for the advice I was given. The forwarding party for such stories should properly be one of the three bodies concerned with retail pharmacy, PSGB, NPA, or PSNC. Their professional "PR" men ought to know how to place any release, so as to make sure it is published correctly.

The Unichem notice saying: "I don't dispense parallel imported drugs" is a good idea. Quick work! I wonder if the display of such a notice will prevent a retrospective snatchback of profits never obtained?

You too?

I quote: "Dear Xrayser, With great difficulty I have persuaded my assistant that you and I are not synonymous, the stumbling block being that you transcribe my 'bletherings' almost verbatim."

My thanks to Mr Neil Watson, also of Scotland, for a delightful letter. All I can say is: "You've joined the club," and I love it.

Rational talk

Michael A. Reynolds, who is standing in the next PSGB elections has put forward his views on the course we should pursue (C&D last week). Obviously he has been reading this column. And absorbed what has been said. He is therefore to be considered as a worthwhile convert to a commonsense approach to finding ways of improving our lot and securing a future.

He talks rationally about planning and developing the present contract, making the nice point that it is not necessarily the principles of the payments which are wrong, as the way the cake is cut. He's thinking, and not making empty oratory. I wish him success.

Caladryl*



**A single treatment
for sunburn and insect bites.**

An excellent recommendation for your customers.

Data sheet available on request from Warner-Lambert (UK) Limited, Southampton Road, Eastleigh, Hampshire SO5 5RY. Tel: 0703 619791

**WARNER
LAMBERT**

PARKE-DAVIS

*Trademark R83325

GIVE SOME

Speed Stick. From Mennen.
The man's deodorant that is set to change the shape of the market.

Speed Stick is special. The stick deodorant with the unique wide shape that gives easy application.

It's effective. There's no waste. And it smells good (Regular, Herbal and Spice).

In the U.S.A. Speed Stick is the leading stick.

And sticks have taken over from aerosols. Speed Stick will do the same in the U.K.

In the U.K. product tests amongst men half said they'd try Speed Stick again.

Of those that expressed a preference preferred Speed Stick to their usual brand.

THE LAUNCH

Mennen are launching Speed Stick nationally with a £2 million television campaign.

PREMIUM STICK.



big consumer promotions.
Last, but not least, sales and distribution is
handled by Chemist Brokers, the U.K.'s most
successful chemist brokerage company.

So it looks like
me to cut out
erosol.
And give them
stick.

THE MENNEN COMPANY



**Chemist
Brokers**

SPECIALLY DESIGNED TO MAKE PROFITS FLOW



NEW

FOUNTAIN

To compete effectively in the middle price range of today's toiletry market it is necessary to combine beautifully designed presentations with real value-for-money products.

New "Fountain" from Richards & Appleby offers just that winning combination plus a healthy profit margin to ensure that "Fountain" will prove the fast moving profit earner in 1984.

- Rose Petal or Forget-me-not fragrances.
- Optimum price points for volume sales.

- The top value range with style — 8 Fine Soaps (75g each), 250g Body Talc, 400ml Bath Foam, 400ml Body Lotion.
- Attractive presentations designed to co-ordinate with most bathroom decor.
- Good profitability.

Another NEW profit earner from R&A.



Richards & Appleby Ltd., Gerrard Place, East Gillibrands, Skelmersdale, Lancashire. Telephone: Skelmersdale 20111



Conditioners for specific hair types

Five different formulations, including a new variant for use with anti-dandruff shampoos, herald the relaunch of Cream Silk hair conditioner.

Research by the company highlighted a need for conditioners developed for specific hair types. With this in mind Elida are introducing a clear conditioner which is oil-free for greasy hair and lotion conditioner for use with anti-dandruff shampoos.

Normal hair should be treated with the cream conditioner, dry and brittle hair with the rich and creamy conditioner and for permed, coloured and heat damaged hair there is the extra rich and creamy conditioner. Each formulation has a different viscosity and texture suited to each hair type say Elida.

The variant for use with anti-dandruff shampoos will fill a major gap in the conditioner market claim Elida. Fifty-five per cent of the population are anti-dandruff shampoo users who feel they should not use a beauty product such as a conditioner after using an anti-dandruff shampoo. Elida say that the new Cream Silk variant is medicated and helps restore a healthy shine to the hair without counteracting the benefits of an anti-dandruff shampoo.

This, they believe, will bring new users into the market.

Packaging is colour-coded with formulations numbered one to five for ease of identification. National television support breaks in May backed up by 10 million door-to-door coupons, a range of

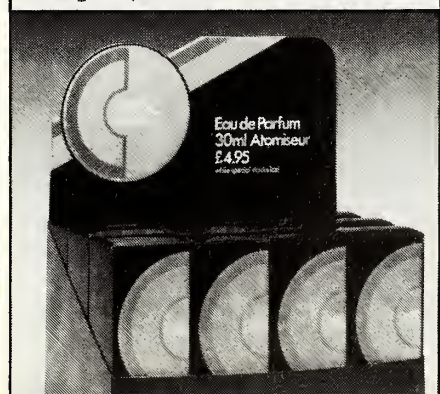
introductory offers and display material.

A counter unit holds 30x50ml trial size bottles retailing at £0.29 each. Twin sachets are available in a display box while POS material will include shelf barkers and showcards.

A free pump dispenser will be banded to the 350ml family size while the 100ml (large) and 200ml (economy) size will be available at introductory prices of £0.59 and £0.87. A 50ml size is no longer available.

The conditioner market has seen 100 per cent growth in volume over the last seven years, say Elida, with conditioners, now recognised as functional rather than specialist beauty products, are used more by the whole family. *Elida Gibbs, Hesketh House, Portman Square, London W1.*

With Summer holidays in mind Shulton are introducing a Choc 30ml eau de parfum atomiseur for £4.95. A counter merchandiser of 12 will be available (trade, £30.96). Another offer is the Choc workout kit (£7.95) which contains 50ml body lotion 50ml shower gel, 40g soap and 15ml eau de parfum splash together with a headband in the Choc colours. It comes in a gift box presentation with showcard to support the promotion. *Shulton Fine Fragrance Division, Shulton House, Alexandra Court, Wokingham, Berks.*



Looking for Miss Radox... and her junior

The third nationwide hunt is on to find Miss Radox Bouquet and, for the first time, a junior category for girls aged 5-10 is being introduced to run alongside the established competition. Five regional finals will be held around the country in May. The winners from these — plus the winner of the photographic heat for contestants from outlying places — will go forward to the final to be held June 22 at Hever Castle.

Prizes include a week for two in Madeira, £30-worth of Almay cosmetics for Miss Radox Bouquet and, for the winner of the junior section, a holiday for three in the Algarve, a rag doll and gazebo garden house. A POS counter stand is available to hold entry forms. Those carrying the pharmacy stamp will be put into a draw for a video recorder. Entries, including a recent black and white photo of the contestant should be sent, no later than May 2, to *Miss Radox Bouquet, c/o Christine Ball Publicity Services, 24 Wellington St, London WC2.*

Toni teasers

A chance to win a Mini Mayfair and save up to £1 on a number of Gillette hair products is the promotion running on all 3 variants of Toni. *Gillette UK Ltd, Isleworth, Middx.*

ON TV NEXT WEEK

Ln London	WW Wales & West	We Westward
M Midlands	So South	B Border
Lc Lancs	NE North-east	G Grampian
Y Yorkshire	A Anglia	E Eireann
Sc Scotland	U Ulster	CI Channel Is
Bt Breakfast Television		C4 Channel 4

Anadin:	U,Lc
Cafe Hag:	Ln,M,Y,Sc,WW,A
Canderel:	All except Ln
Cidal soap:	Bt,C4
Cosifits:	All areas
Hermesetas Gold:	All areas
Johnson's baby powder:	All areas
Johnson's cotton buds:	All areas
Lady Grecian 2000:	M,Lc,Y,NE
Oil of Ulay:	Lc,Y,Sc,WW,NE,We
Old Spice:	Lc
Oral B-Zendium:	Ln,M,Lc,So,NE,A,Bt,C4
Pond's creams:	Bt
Pretty Polly:	All areas
Sensodyne toothpaste:	All areas
Silkience:	All areas
Simple soap & skincare:	Bt
Stylete mousse:	C4

K-C challenge with launch of slim towel

"The challenge other towels can't meet" — that's to be the launch platform for a new slimmer towel from Kimberly-Clark. With half the thickness of conventional towels, Kotex Freedom is said to offer more discretion while retaining full absorbency. The product will be backed by a £1m advertising and promotional campaign.

The launch follows more than two years of research and a £16m investment in machinery. K-C now believe they have a product which will not only compete in the £5½m slim towel market but which will succeed in expanding it by some 60 per



Boxing clever, K-C launch Kotex Freedom

cent in 1984. Vespré, the only other product in this sector took a 13 per cent slice of press-on sales in 1983.

Kotex Freedom is manufactured by a new construction process which gives maximum absorbency, and also prevents the towel bunching in use, say the makers. Three adhesive strips secure the towel which has rounded ends for extra comfort.

Packaging will continue to establish slim towels as a separate product category — Freedom follows Vespré's lead and comes in boxes of 10 and 20 towels.

The company admits that the major challenge will be in educating women away from the idea that thickness is equivalent to absorbency. For this reason they are putting a major effort into encouraging trial

Pre-priced offers of £0.75 for the 20s and £0.39 for the 10s will run to the end of June — giving a saving of £0.31 and £0.20 respectively on the standard price. A

£400,000 campaign begins in the women's Press in May and runs for six months.

K-C expect a large part of sales to come from the continuing trend away from looped towels and believe that their major press-on brand, Simplicity, has sufficient brand loyalty to make cannibalism minimal. *Kimberly-Clark Ltd, Larkfield, Nr Maidstone, Kent.*

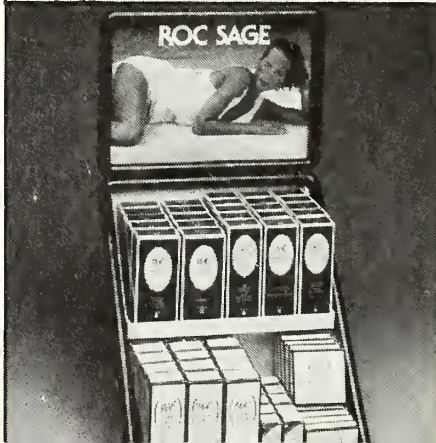
Dettol award by Princess Anne

The Dettol Youth Caring Award (a trophy and a £5,000 cheque) will be presented by Princess Anne on May 4. The ceremony will be covered on the BBC programme Pebble Mill at One, when a panel will choose the winner from six finalists. The award aims to find young people who have voluntarily given up time and effort to help others. Runners-up will receive £1,000 and a trophy replica. *Reckitt & Colman Pharmaceutical Division, Dansom Lane, Hull HU8 7DS.*

More from Maws

Maws have launched an after-sun lotion (160ml, £1.40) to complement the sun and wind cream. The product, developed specifically for babies and children, has a protection factor of 6. Both lines come in outers of 12. *Ashe Laboratories, Ashetree Works, Leatherhead, Surrey KT22 7JZ.*

Advertisements in *Options*, *Woman's Journal*, *Cosmopolitan*, *Good Housekeeping*, *Vogue* and *She* will back the Roc sun range during June and July. Counter merchandisers, consumer leaflets and showcards will carry the same visual as the advertising. The merchandiser will come with two parcels of goods — either 180 products (trade price, £466.96) or 122 products (£314.02). This includes products in the stand and back-up. A third parcel of 58 products (trade, £155.65) comes without a merchandiser.



Dead Sea Salts hit UK shores

A British company, Finders Dead Sea Health Co, has been granted the sole UK importation rights for mineral salts from the Dead Sea.

Bathing at home in a solution of these salts is said to offer similar benefits to those experienced by visitors to the Dead Sea itself. Research suggests that this treatment can give some relief from symptoms of arthritis, rheumatism and psoriasis, besides being soothing and relaxing for healthy people.

A typical analysis of the mineral salts is: sodium chloride 12-18 per cent, potassium chloride 22-28 per cent, calcium chloride 0.3-0.7 per cent, magnesium chloride 30-40 per cent, bromides 0.2-0.4 per cent, sulphates 0.1-0.2 per cent, insolubles 0.2-0.9 per cent, water of crystallisation 26-30 per cent. The bromine content is believed to be helpful in psoriasis as patients with this condition have a lower than average bromine content in the body.

Self-treatment is carried out by dissolving the mineral salts in hot water, either in a bath or by localised immersion for specific areas of the body. The best results are achieved by using a 2-2.5 per cent solution three times a week for four weeks. Prices range from £2.99 for a 1kg pack to £45.90 for a full course of treatment (18 packs) or £60 for the higher concentration treatment (24 packs).

The company is also introducing the DSD range of skin-care products containing minerals from the Dead Sea. They have been developed by Agis Ltd, a pharmaceutical company in Israel, and are designed for problem skins. The range includes moisturising cream, energising cream for dry sensitive skins, foot cream, treatment shampoo, skin cleanser and toning lotion for both oily and dry skins, foaming bath treatment, a mineral face mask and Dead Sea mineral mud (retail prices from £4.95-£8.95). *Finders Dead Sea Health Co, Mill House, The Hill, Cranbrook, Kent TN17 3AH.*

Feet first

Tinaderm is being relaunched and a powder spray (120g, £1.75) added to the range. Packs have been updated and the range is to be supported by continuous press and radio advertising. Prices for the range are £0.90 for the 15g cream, £1.70 for the 20ml solution and £1.33 for the 50g powder. *Kirby-Warrick Pharmaceuticals, Mildenhall, Bury St Edmunds, Suffolk.*

Chemist & Druggist 24 March 1984

SUMMERTIME BLUES



Our new blue packs have a clearer message for you and your customer.

They are designed to make more impact on your shelves and more impact in the Chemist Hayfever and Summer Cold treatments market.

Order now on special terms from your usual Wholesaler.

12 Tablets 82p
100ml Syrup £1.20

Dorsey
LABORATORIES

Squarer packs as Balsam relaunch

Alberto Balsam shampoos and conditioners are to be re-launched with a new fragrance and a smoother consistency. The shampoos and conditioners will be available for dry, greasy and normal hair, each in two sizes.

Packs will also change, taking a squarer shape, with a pale cream colour for the shampoos and a golden livery for the conditioners. They will be colour co-ordinated for the different hair types.

To back the new "look" £2m will be



spent on national television advertising during 1984. The new commercial breaks in April and is entitled "The supple difference." It will stress the natural element of the products — balsam.

The company are so confident in the product that they are giving money-off coupons which can be used not only on future purchases of Alberto Balsam products, but on any shampoo or conditioner in the market.

Two million packs will carry the 'Alberto Balsam Challenge', offering 10p-off coupons on the 125ml shampoo (£0.45) and 100ml conditioner (£0.65), and 15p-off on the 250ml shampoo (£0.79) and 200ml conditioner (£0.89). *Alberto-Culver Co, Houndsmill Industrial Estate, Telford Road, Basingstoke, Hants RG21 2YX.*

Hofels go to Pharmagen

Pharmagen have been appointed distributors for the following products in the Hofels range: neo garlic pearles, garl-E-vite caps, busy B complex caps, vitamin C blackcurrant tabs, super lecithin caps, reducing plan 'S' and the nettle, clove and dandelion, and peach and almond



Twelve years of entering trade competitions have finally paid off for Kamal Tossar, MPS, of Parkam Chemist, Leicester. As winner of the Pharmagen competition organised through Vestric Mr Tossar and his wife will be travelling to Mainz, Germany, to attend the Vestric Vantage convention. Patrick Johnson, national accounts manager of Bristol Myers Pharmagen, presents Mr Tossar with his airline tickets while Neil Dainty, manager of Vestric, Nottingham, looks on.

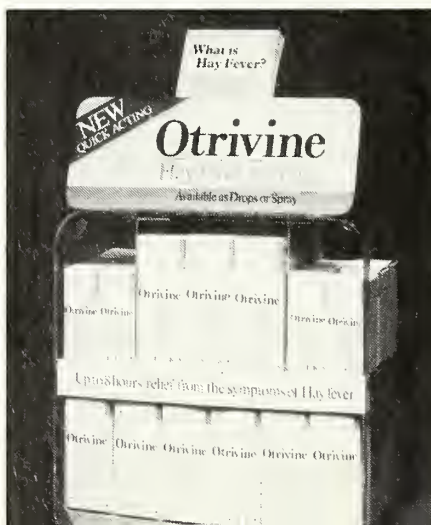
shampoos. New Era are the distributors of garlic pearles and garlic parsley. *Pharmagen Ltd, West Lane, Runcorn, Cheshire WA7 2PE.*

OTC Otrivine from Ciba

Ciba Consumer Pharmaceuticals unveil their first new product at the Macarthy's and Norchem trade exhibitions this week.

Otrivine hay fever formula, available as 10ml drops or spray (£0.89), is an OTC version of Otrivine Antistin, and contains the same ingredients — 0.05 per cent xylometazoline hydrochloride w/v and 0.5 per cent antazoline sulphate w/v.

Ciba are supporting the launch with a counter display unit which carries an information leaflet for hay fever sufferers, and consumer advertising is planned. Introductory offers are available from the Ciba stands at the exhibitions. *Ciba Consumer Pharmaceuticals, Wimblesbury Road, Horsham, West Sussex RH12 4AB.*



Wellcome's 'liquid' antacid tablet

Loasid tablets (10, £0.74), introduced by Wellcome, may be chewed, sucked, swallowed whole or dispersed in water and sipped; hence the promotional slogan "the new antacid tablet that thinks it's a liquid."

Each mint-flavoured tablet contains dried aluminium hydroxide 230mg, magnesium hydroxide 230mg and simethicone 12mg. Loasid is indicated for relief of indigestion, heartburn and flatulence in the treatment of peptic ulcer, hiatus hernia, reflux oesophagitis and gastritis. It may also be used as a mucosal protective when hyperacidity is a regular problem.

Adults should take one or two tablets as required, after or between meals and at bedtime. They are not recommended for children.

Loasid should be used with caution in patients with renal insufficiency and those with low dietary phosphate. Aluminium hydroxide is converted to aluminium phosphate in the intestine and can cause a phosphate deficiency syndrome with anorexia, muscular weakness and osteomalacia.

Concomitant administration may reduce absorption of cimetidine, tetracyclines, digoxin and isoniazid and may increase absorption of dicoumarol and pseudoephedrine. There is no data on the product's use during pregnancy or excretion in breast milk.

The Pharmacy only tablets are supplied in blister packs of 10 tablets and should be protected from light. POS material is available from *Calmic Medical Division, Wellcome Foundation Ltd, Crewe Hall, Crewe, Cheshire CW1 1UB.*

Cantassium go for blisters

A range of vitamin and mineral products from Larkhall Laboratories under the Cantassium brand name is being offered in new-size blister packs, convenient for handbag or pocket. The products in the new packaging range are: Full B+C, Cantopal 500mg, vitamin C 500mg, Hair Nutrition, vitamin B6 100mg, strong whole B, B13 zinc, vitamin C 100mg, Cantamega 2000, selenium supplement, Glucomannan 500. Distribution from April 1 will be through *Dendron Ltd, 94 Rickmansworth Road, Watford, Herts WD1 7JJ.*

Six sun lines from Biotherm

A range of sun care products is now available from Biotherm. Included in the range are six dermo-active formulae — two each for the face, body and after sun care. Anti-wrinkle sun cream comes in factors 2, 4, 6 and 8 (40ml, £4.95) and is complemented by the lip and eye protective care stick (£6.20).

Dermo-active tanning lotion comes in SPF 2, 4 and 6 (125ml, £5.95) while for



This picture will be used on all POS material

those wanting to completely block out the sun's rays there is a total sun block (40ml, £5.95). Sun* tan beautifier (100ml, £7.85) and anti-sun lotion (75ml, £5.95) are available for after sun care. Display units will be available and advertising will support the range — plans for this have not yet been finalised. *Golden Ltd, 30 Kensington Church Street, London W8.*

The Fems case

Kimberly-Clark are selling Fems in composite cases, comprising 12 super, eight regular and four super plus packs of 20 tampons (trade £13.94 excl. VAT). The case will be exclusive to chemists. *Kimberly-Clark, Larkfield, Nr Maidstone, Kent.*

Scram correction

It is the Scram range of insecticides that is distributed by De Witts, which was incorrectly stated in the insecticides feature (*C&D* last week). The range includes a flying insect killer, a crawling insect killer, a slow release fly strip and mothballs.

The television test campaign for Scholl Lite Legs is to run in the Tyne Tees region and not the Midlands as stated in *C&D* March 3, p402.

Chemist & Druggist 24 March 1984



This Anais Anais trolley holds a 30ml eau de toilette atomiser and a 50ml tube of shower gel presented in a grey fabric pochette with the Anais Anais motif in pink.

Going straight?

Teeda hair straightener is being reformulated with a built in conditioner to leave the hair soft and silky. Packs have been redesigned and are currently available on special bonus terms for the Easter period. Consumer advertising is running in both woman's magazines and ethnic media. *Kirby-Warrick Pharmaceuticals Ltd, Mildenhall, Bury St Edmunds, Suffolk.*

Everyone's a Winner!

But one lucky person will win a fortnight's holiday for two on the enchanting island of St. Lucia this winter, AND have £500 to spend.

All you have to do is to order the attractive new ENTEROSAN dispenser from your Ashe representative, and keep it on display throughout the summer. This will entitle you to enter the ENTEROSAN Competition that could not only win you this fabulous holiday, worth more than £2,000 in total, but could also enable your staff to share an extra £250.

Best of all, though, this dispenser will help you sell more ENTEROSAN, and as it's three times more profitable than liquid kaolin and morphine, you're on a winner anyway!

Order from your Ashe Representative

Sole distributor
**David Anthony
Pharmaceuticals Limited**

Enterosan

STOPS DIARRHOEA-FAST!

Polaroid modify 600 film and go on TV

Polaroid's "biggest ever advertising campaign" will back the relaunch of the 600 film that is to be phased in this Spring.

The modified film will give improved colour rendition, more saturated colours and brighter whites, say Polaroid. Changes have been made to the film negative and the developing agent.

A television campaign is planned for



May and June backed by magazine advertising in June and July. Two on-pack promotions offer a £1 refund coupon on twin-packs and a "picture guarantee."

The Sun 600 camera now has an automatic flash charge and recharge feature.

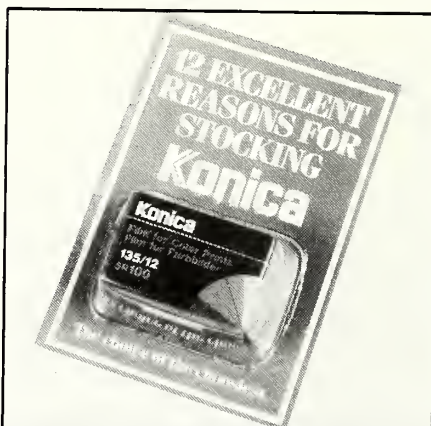
Representatives currently selling in the Spring programme are offering purchasers a choice of local promotions and local advertising. Polaroid can supply artwork for local advertisements on the promotions available. New POS material includes a counter card, camera crowners and single or triple camera display pieces.

The new instant 35mm slide system is available as a special introductory pack — "The darkroom in a box" — at a "special price." Polaroid (UK) Ltd, Ashley Road, St Albans, Hertfordshire AL1 5PR.

Paterson develop their own paper

Paterson are to market their own brand of black and white enlarging paper which has been manufactured for them by one of the UK's leading manufacturers, they say.

The resin coated paper is available in the



Konica are currently sending this blister-pack to all chemist outlets, they say. It includes an SR100 135-12 film and details of the company's "competitive prices and high profit margins." Konishiroku UK, Konishiroku House, 150 Hampton Road West, Feltham, Middlesex.

four most popular amateur sizes, say Paterson — 5×7in, 8×10in, 9½×12in and 12×16in — and in gloss and lustre surfaces. Three grades are available — 1, 2 and 3 — and the three smaller sizes are packed in 25 sheet packets and 100 sheet boxes while the 12×16in size is in 10 sheet packets and 50 sheet boxes.

The paper produces a warm black image tone when developed in Acuprint developer or a cooler image colour by developing in Pro-Print.

Also new from Paterson is Acutone Sepia, a sepia toner with an additive which, they say, will produce a wide range of image colours from warm sepia to cool brown.

The odourless 2-bath toner (£4) can be used with all modern fibre-based and resin-coated black and white papers. It mixes to make 1l each of bleach and toner working solution, which can be stored for re-use, making it a highly economical process. Toning time is from 2-3 minutes depending on the image colour required and the age of the solution.

The third new product is the 2NA kit — the name stands for two-bath, no additive. It

makes 1½l of developer and bleach-fix. There are three bottles of liquid concentrate in the kit, two for the developer and one for the bleach-fix. Once mixed, the solutions will process fifteen films or up to sixty (8×10in) prints, or any combination of the two.

The "best before" date stamped on each pack (srp under £10) is about eighteen months after the date of manufacture, so the user can always be sure of the freshness of the chemicals. This eighteen month period is considerably longer than the life of other universal colour processing kits, say Paterson Products Ltd, 2 Boswell Court, London WC1N 3PS.

ZR get tough

ZR from Gillette has been repackaged with strong colours replacing the existing pastel shades. The price of the 40ml size has been reduced to £0.59. The four fragrances — original, wild orchid, tamarind and zinnia.



£¼m has been allocated as promotional support which commences April with half a million packs carrying 25 per cent extra free. Shelf organisers will be available for POS. Gillette UK Ltd, Great West Road, Isleworth, Middx.

Mr Yogin Patel, MPS, and his staff of Baywood Chemists, London W11 receiving the first prize of £500 worth (at trade prices) of Braun items from Mr Frank Benham, area sales controller for Pharmagen. Mr Patel correctly identified West Germany as the country of manufacture for the Braun shaver range in a Pharmagen/Braun promotion.



All quiet on the hairdryer front

Silence is golden according to Pifco who, like Clairol last week, are unveiling a range of hairdryers with the emphasis on low noise.

For the younger market there is a basic dryer in the form of the Pifco New Yorker. A 700 watt hairdryer it has a single speed motor. Styled in light grey with red trim it will retail for around £6.95.

Again in grey, but with a light green



The New Yorker hair dryer

trim, is the Pifco Broadway (£7.95) which comes with two-speed settings of 500 and 1,000 watts. Designed for today's jet-setter is the Pifco Manhattan. Coming with a sky blue trim, two-speed settings and dual voltage for use on 240v or 120v supply, the Manhattan is supplied in its own travel bag. Each of the three dryers comes with a self resetting safety cut-out, blow wave nozzle and instruction leaflet which also gives the latest hairstyling hints and tips. *Pifco Ltd, Failsforth, Manchester.*

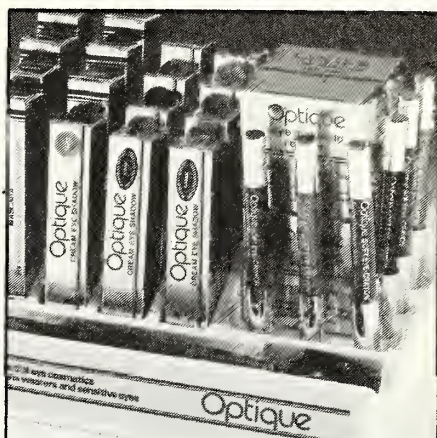
Clocking onto ICML savings

A free quartz travel alarm clock worth £7.95 is available free from Independent Chemists Marketing Ltd, with each composite pack of flash bulbs, consisting of two shippers of Magicubes, one shipper of Super 10 Flip Flash and one shipper of

Flashbars. During April consumer savings will be available on Nusoft hairspray, medicated nappy liners, liquid soap, sterilising liquid, feeders, kitchen towels, 150 tissues, teats (3 in a pack), snap-on pants, toilet rolls, soothers, single teats, Sunpure fruit juices, disposable nappies, rubber gloves, Lotus cold cream and Hanx tissues.

A member pack bonus is offered on 500ml and 1 gallon methylated spirits, with a bonus of 12½ per cent across the Barnes Hind lens solutions range.

Two options are offered on hot water bottles, the first a 12½ per cent bonus on orders of 120 Nuwarm bottles delivered by July 31, with a 7½ per cent bonus on orders of 40 economy bottles during the same period. The second is a 7½ per cent bonus on orders of 120 Nuwarm bottles delivered by September 28, with a 5 per cent bonus on 40 economy bottles. *Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts BA12 9JU.*



Optique have introduced a starter pack of cosmetics.

The 30-item pack (trade, £35.50) comes in an 8x6in display tray and takes nine cream eyeshadows — one of each shade in the range — seven mascaras (three ebony, two mahogany and two navy), one jar each of eye make-up remover and eye care moisturiser, and 12 crayons in different shades. A crayon sharpener can be included for an extra £0.46. A set of leaflets on the range are included. *Cosmetics Optique Ltd, 6 Burnsall Street, London SW3 3ST.*

PRESCRIPTION SPECIALITIES

Cobutolin tabs

Cobutolin tablets are a branded salbutamol generic available from Cox Pharmaceuticals. Supplied in 2mg (500 £5.22 trade) and 4mg (500 £9.98 trade) strengths the tablets are pink, uncoated with "Cox" on one face and "SA" and "SB" on the reverse for the 2mg and 4mg respectively. The product is Prescription Only, dosage and indications as for other salbutamol preparations. *Cox Pharmaceuticals Ltd, Whiddon Valley, Barnstaple, Devon EX32 8NS*

Salbulin range

Riker Laboratories are introducing a branded generic range of salbutamol products consisting of inhaler, tablets and liquid under the name Salbulin.

The inhaler (£2.18 trade) delivers 200 measured doses of 100mcg salbutamol. The tablets are available in 2mg and 4mg strengths. The 2mg tablets (100, £0.97, 500 £4.61 trade) are white, circular, flat tablets 6.5mm in diameter, marked "SBT 2" on one side and "Riker" on the reverse. The 4mg (100 £1.85, 500 £8.81 trade) tablets are 8.5mm in diameter marked "SBT 4."

The liquid is an orange, fruit flavoured sugar free syrup containing 2mg salbutamol per 5ml (150ml £0.59, 2 litre £7.37 trade). The recommended diluent is purified water.

All the products are Prescription Only, dosage etc as for other salbutamol

preparations. *Riker Laboratories, Morley Street, Loughborough, Leics LE11 1EP.*

Phenylbutazone withdrawal

Sussex Pharmaceuticals, acting on behalf of Seward Pharmaceuticals, are recalling the latter's 100mg and 200mg phenylbutazone tablets.

Pharmacists are requested to return unopened containers to the wholesaler who supplied them for full credit by April 1. *Sussex Pharmaceuticals Ltd, Charlwood Road, East Grinstead, Sussex RH19 2HL.*

BRIEFS

Parlodel 5mg capsules: Parlodel is now available as a 5mg capsule in addition to the 2.5mg tablet and the 10mg capsule. The new strength is an opaque hard gelatin capsule, upper part powder blue, lower part white, printed "PS" in red. Each capsule contains 5.735mg bromocriptine mesylate equivalent to 5mg base. *Sandoz Products Ltd, PO Box Horsforth 4, Calverley Lane, Horsforth, Leeds LS18 4RP.*

Pholtex available: 100ml and 1,000ml packs of Pholtex are again available after production difficulties temporarily halted supplies recently. *Riker Laboratories, Morley Street, Loughborough, Leics*

Make room



Your Exclusive No.1. Pennywise is sold exclusively available during March and April while stocks

n for more.



rough Chemists. Special offer packs

MARKETED AND DISTRIBUTED BY BOWATER * SCOTT.

Millions of cystitis sufferers have been waiting for Cymalon.



Cymalon is a new medicine developed by Sterling Health to help relieve the misery of cystitis symptoms.

That's great news for cystitis sufferers. And a great new opportunity for you because Cymalon is only available through pharmacies.

The only complete 48-hour treatment for cystitis, Cymalon means increased sales for you from an entirely new therapeutic area. By alkalising the urine, Cymalon gives effective symptomatic relief from cystitis.

By stocking it, you get the chance to help millions of new customers.

SterlingHealth

Cymalon is a registered trade mark.

Resolving disputes in partnership

Many business partnerships begin as friendships, often leading to temptation to neglect the thrashing-out of formal arrangements between partners. But trusting only to luck and your capacity to reach amiable agreement can cause real problems later on.

Many businesses are now run in the form of partnerships, with two or more people sharing in the profits (and sometimes the losses) of the enterprise concerned. So often these partnerships operate under very informal arrangements, perhaps without friction. However, from time to time, disputes can arise between partners, and in extreme cases the partnership reaches a stage where it is on the verge of splitting up.

Certain ground rules are laid down by Parliament in the case of partnerships where there is no detailed formal agreement between the parties regarding how to resolve disputes or arrange dissolution of partnership.

However, these are very broad-brush regulations and may not suit the detailed situation in many businesses. It is therefore desirable — either where existing partners are involved or where a new partnership is

being set up — to have a formal partnership agreement drawn up between the parties.

This should include the following matters:

☐ Name of business and its nature together with the date that the partnership commenced.

☐ Amount of money put in by each partner and agreed apportioning of profits and losses.

☐ The way decisions should be made, jointly or by one partner only, and procedures if there are disagreements.

☐ Arrangements for taking in new partners or dissolving the partnership. Arrangements on the death, retirement or disability of one of the partners.

☐ Manner in which bank accounts are to be run and provision for preparation and auditing of accounts.

☐ Provision for insurance against death or sickness of a partner.

The deed or agreement should be drawn up by a solicitor and will be of great assistance if a dispute ever occurs.

It should be stressed that the outside world is not normally concerned with the detailed arrangements partners make amongst themselves. If, for example, a creditor is owed money by the partnership and has not been paid, he can proceed to claim against either of the partners personally for the whole of the money owed, whatever the partners may have agreed amongst themselves.

worked for you continuously for two years or more; he must be under 65 (60 for a woman) and so on.

There are also notices to be given to the Department of Employment of impending redundancies. If you have fewer than 10 employees, notice has to be given not less than 14 days before the first of the redundancies take effect. The period is not less than 21 days where you have 10 or more employees. The form used is RPI.

You should make your actual claim on form RP2 (both these forms can be obtained from any employment office) and this must normally be submitted within six months of the day on which the redundancy payment was made.

As far as your employee is concerned, you should give him a statement in writing showing him how the payment has been calculated. If he is dissatisfied with his entitlement, he may take you to an industrial tribunal to have the matter settled.

Payment Problems

When accounts are due to be settled — whether payment is from one business to another or from customer to business — there are a couple of points that seem to arise with increasing frequency. The first concerns accounts where there may be a dispute over the amount involved. This could be genuine, or it could involve a debtor who is trying to avoid the payment of the full amount being demanded.

In these cases, the creditor may receive a cheque through the post, accompanied by a note saying that the cheque is being sent "in settlement" of the account even though the sum sent is less than that demanded.

There is widespread belief that, if you receive such a missive, you should return the cheque to the sender — otherwise you will be deemed to have accepted the lower sum as discharging the debt completely. In fact, as far as the law is concerned, there is no need to adopt this course of action.

All that you need to do, is to bank the cheque and send back a letter (recorded delivery with a copy for your records) to say the cheque is being accepted "on account," as partial payment. This leaves the way clear for you to continue pressing for the balance, and you remain free to go to court if you think fit. At least you will know that you have tucked safely away some of the money due to you.

The other issue concerns the reverse of this — where more money than is actually due may be paid over. In business this can happen in a number of ways. In retail, for example, a customer may be given too much change. In any business a computer or accounting error may lead to too high a sum being demanded — and paid. The position here is that, where money has been paid over under a mistake of fact, then it can be recovered. With cash transactions it may be difficult to actually prove, but with cheques and bank transfers there is a legal right to have a mistake rectified.

SEPTRINTAS
— Mite one
(to replace one damaged on floor)
11

This prescription from N. Ireland certainly had us floored. Definitely a "one off" item!

Redundancy rebates

If you make a redundancy payment to an employee, you will be aware that you can claim from the Department of Employment, 41 per cent of the payment you make as a rebate from the central redundancy fund.

However, if you do not follow the regulations you could lose the rebate.

Of course, you can claim only 41 per cent of the statutory redundancy payment. If you give sums over and above this (even if these may be in accordance with agreements made with your employees) then the excess must come totally out of your own pocket.

The employee must also be rightfully entitled to the statutory redundancy payment. For example, he must have

Seeking Blackpool illumination

Blackpool is the venue for the first Norchem exhibition — a North-of-England version of Chemex. However, interest in the exhibition is not confined to Northern customers. Norchem is timed to cater for a different buying season to Chemex, and registration inquiries have already been received from as far afield as Wales and Sussex.

Over 100 exhibitors will be showing their wares, covering every inch of available floor-space in the town's Winter Gardens. Organisers Trade Exhibitions are hoping the 11,000 invitations issued will yield around 2,000 buying visitors.

Insette bargain mousse

LEC are expanding their Insette range of haircare products with the addition of an extra-strength hairspray for today's "spikey" hairstyles and a new mousse aimed at the cheaper end of the market.

Insette mousse has also been repackaged, appearing now in a green and white can and provided with an extra size variant (75g: £1.20).

Spikey spray appears in a 180g can with an RRP of £0.85. It is designed to

Pharmacists are being encouraged to make a trip to Norchem a family day out. Special reductions have been arranged with British Rail and Blackpool's hotels, including the Imperial.

A kiddies' play area has also been provided to allow mum and dad to look around in peace.

Other special attractions include a grand gala night organised on Saturday. This offers a dinner and dance, with cabaret from comedian and impressionist Duncan Norville. Tickets are £6.

Norchem runs from 12:00 noon through till 9:00pm on Friday March 30 and Saturday March 31. Sunday, the final day, is open from 10:00 am until 9:00pm.

appeal to the same market as the company's recently-introduced spikey mousse (C&D, February 18, p322).

The economy mousse — Lectress — comes in packs of 120g and 170g, selling at £0.99 and £1.38 respectively.

Two standard-strength hairsprays (180g: £0.85 and 400g: £1.39) also join the range. *LEC (Liverpool) Ltd, LEC House, 4 Picton Road, Liverpool L15 4LH.*

Peaudouce add to Lovmi range

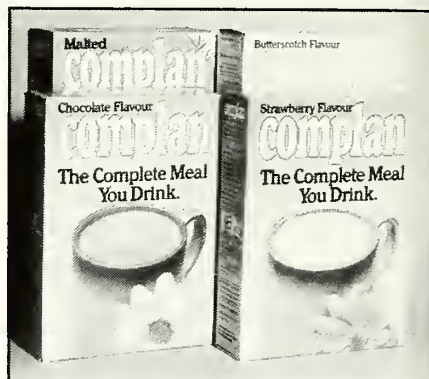
Peaudouce are concentrating on their expanded Lovmi range of nappies and feminine protection at the exhibition.

The nappy relaunch includes substantial product improvements, new packaging and national advertising (a first for the brand), it is promised.

Shaped elasticated legs and triple-thick padding have been added for the relaunch. The new range will appear in four sizes: 12 and 24 pack "super" sizes for babies under 20lbs and 10 and 20 pack "toddler" sizes for larger babies.

National radio advertising and a range of consumer promotions are planned for the remainder of the year, making marketing manager Jeremy Waldron confident that Lovmi will be able to attract mothers who have previously used Terry nappies.

Lovmi's sanitary towel range also sees activity with a new super size (£0.35) appearing alongside the existing regular product. *Peaudouce (UK) Ltd, Lockfield Avenue, Brimsdown, Enfield, Middx.*



Complan's new malted flavour will be on show along with the rest of the range. *Farley Health Products Ltd, Torr Lane, Plymouth.*

Konica claim a world first

Konica will be showing their recently-introduced AA-35, described as "the world's first fully motorised auto-focus half-frame camera".

Norchem marks the company's first appearance at a major chemist's show.

Selling for £89, the AA-35 is as small as most disc cameras, yet offers a negative area five times larger than that of the disc. Further details appear in next week's *Photographic* feature.

Mick Upton of the company's sales and marketing department will be looking after the Konica stand. And he's looking forward to meeting as many pharmacists as possible. "We firmly believe a sizeable part of our future business lies with the retail chemist", he says. *Konishiroku (UK), Konishiroku House, 150 Hampton Road West, Feltham, Middlesex TW13 6BH.*

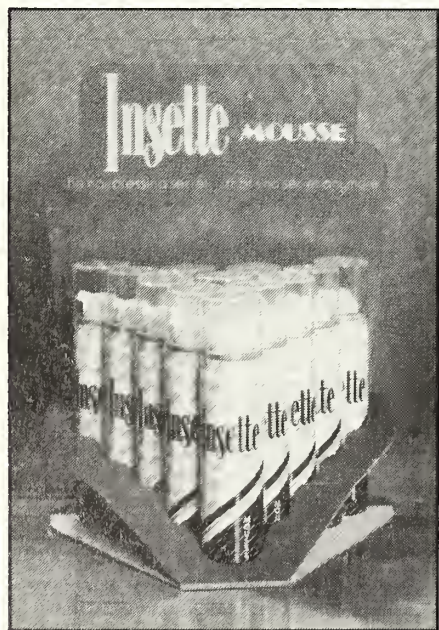
Diocetyl on show

Medo Pharmaceuticals' relaunched Diocetyl range will be on view in its new livery for the first time.

Old packs were withdrawn earlier this month to prevent confusion (C&D, March 3, p398). Diocetyl syrup, paediatric syrup and tablets now appear in yellow rather than the previous green. *Medo Pharmaceuticals, Unit 3, Jacksons Industrial Park, Wessex Road, Bourne End, Bucks HP5 1EF.*

National beauty

Kendall Wellington beauty care products are receiving national distribution to the chemist trade through Solport Ltd. Reps begin calls on April 1. *Solport Ltd, Portia House, Goring-by-Sea, Worthing, West Sussex BN12 5AD.*



□The health authority works department at Devonshire Road Hospital, **Blackpool**, is seeking approval to build an extension to the health centre at Church Road, Thornton, near Blackpool.

□A part single and part two-storey building is to go ahead for a new health centre at Todmorden for **Calderdale Health Authority**.

□A Health service centre is to be built by **Dewsbury Community Health Council** on the Windybank Estate, Hightown, Liversedge, W. Yorks. Health services at the estate's Old People's Welfare Centre are to be transferred to the new centre. Its use is to be divided between the health authority and community clinic. Services are to include: family planning; cytology; school health medicals, and health visitors' consultations.

□**Durham Area Health Authority** plans a pharmacy block in a single storey building at Dryburn Hospital, Durham.

□A mini district health centre with doctors' surgery is planned as part of a scheme by **Exeter City Council** for a £1m

community leisure and housing project at Wonford, between Burnthouse Lane, Ludwell Lane and Valley Park.

□**Fife Health Board**: There are plans for a £500,000 new health centre in Huntsman's Road, Glenrothes. It should open in 1986.

□**Greater Glasgow Health Board** has awarded a contract for the building of a pharmaceutical manufacturing unit at Western Infirmary, Gtr. Glasgow.

□**Hull Health Authority** is to have a health centre built at Morrill Street, Hull, to provide accommodation for general medical practices, three dental suites and community health care facilities. Completion is expected 18 months from start at a cost of £750,000 to £850,000.

□**Kingston and Esher Health Authority** and **South East Thames RHA** are to build a two-storey health centre at Oakhill Road, Surbiton. It is planned to be finished by March 1985.

□**North West Thames RHA**: A single storey, 1,500 sq m surgery for nine doctors,

complete with dental and office facilities, is to be built on the site of the former King Edward Memorial Hospital at Maddock Lane, Ealing. Work is to start in July.

□**North Yorkshire County Council** is to seek tenders for a residential and day care centre, including a health centre at Leyburn, N. Yorks.

□A new health centre is planned at Westminster for **Paddington and N. Kensington H.A.** at a cost of £440,000.

□**Sunderland Area Health Authority** is seeking outline permission for a health centre at Dene Lane, Fulwell, Sunderland.

□Planning approval is sought for a group doctors' surgery, a flat and pharmacy at Bensham Road and Rawlings Road, Gateshead, **Tyne & Wear**, for Mr F. K. Kohamed of 195 Whitehall Road, Gateshead.

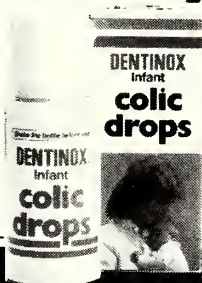
□**Wessex Regional Health Authority**: a £1m plus health centre is planned for Commercial Road, Bitterne, Southampton. Space will be provided in the two-storey building for 12 GPs and various community health facilities. Completion is due in May 1985.



For a colicky baby there's only one way to end a meal.

Breast or bottle fed, a baby with colic deserves a drop of Dentinox Colic Drops. They work on a totally different principle to traditional gripe waters.

The well-proven active ingredient, dimethicone, actually breaks down the bubbles of ingested air that cause the pain. But it does not anaesthetise the gut and it is not absorbed



into the bloodstream. Which means that it does not affect the smooth muscle tone or depress the central nervous system.

Naturally, this avoids side-effects such as a dry mouth, thirst or dizziness. Instead, Dentinox Colic Drops have a safe, mechanical action that quickly relieves babies' pain.

You can depend on DENDRON.

Dendron Ltd., 94 Rickmansworth Road, Watford, Herts. WD1 7JJ. Tel: (0923) 29251.

Doing it the proper way

Mr Stephen Yates was pleased to see comments on computer software in a February issue of C&D, but as one of three pharmacists involved in Medpharm Systems, was taken with the beginner's program submitted by Mr Cooper from Aldershot. Here he offers some "professional" comment.

No doubt small programs such as that by Mr Cooper (*C&D*, February 11, p268) are useful to beginners, but such programs are, if this one is anything to go by, long-winded and waste precious memory space.

More use would be served and more space freed in computer memories by good, concise program listings or sub-routines which perform special tasks such as data validation, date verification, error detection, etc, all of which are essential in commercial software.

On the subject of wage analysis, a well-known listing which is intended as merely a subroutine of a larger program is shown below. I have enlarged the routine and included print statements to demonstrate the power of "for/next" statements and, together with the "read" and "data" statements, it serves as a useful practical tutorial.

Sequence of events

The actual analysis is performed in lines 170, 180, 190, 200, and 220. The print statements in lines 150 and 210 are included to demonstrate the sequence of events through the two "for/next" loops. The data statement in line 260 must include each denomination required in descending order of value and expressed as a fraction of a pound. The first figure in the statement must be the number of denominations used in the analysis.

You will appreciate that it only requires the amendment of just this one line to vary the denominations used. Mr Cooper's program would need extensive modification to include other values.

Line 65 clears the screen in Pet Basic. No attempt has been made to validate the data entered in lines 70 and 100 but this would only complicate the listing in this instance. Similarly, formatted printouts are not included as the techniques used vary from machine to machine. Members with more powerful machines may care to use double precision variables for the salaries.



A computerised labelling system including printer, screen, memory and software is available for under £900 from Computer Electronics. The Cell computer system runs the Pharmed labelling program. With simple enhancements, it can be set up as an order entry facility to transmit stock orders from the pharmacist to a central system at head office or at the wholesaler, it is claimed. The hardware consists of the NEC PC8201 which comes with a built-in 40 character eight line display and enough internal memory (32K RAM and 32K ROM) to handle over 700 different drugs. The system can operate with a number of different printers but Cell recommend the NEC PC 8023 matrix printer. *Computer Electronics Ltd, 193 High Street, Egham, Surrey TW20 9ED.*

More **Computers** on p566

READY.

```
( 20 REM   PET BASIC
 30 REM S J YATES M P S
 40 READ NU : REM NUMBER OF DENOMINATIONS USED IN ANALYSIS
( 50 DIM DE(NU):      REM VALUE OF EACH DENOMINATION AS FRACTION OF A POUND
 55 DIM QU(NU):      REM QUANTITY OF EACH DENOMINATION USED
 60 FOR J = 1 TO NU : READ DE(J) : NEXT : REM DENOMINATIONS
( 65 PRINT CHR$(147)
 70 INPUT "NUMBER OF EMPLOYEES";EM
 80 FOR J = 1 TO EM
( 90 PRINT "ENTER SALARY OF EMPLOYEE";J;
 100 INPUT SA(J)
 110 TS = TS + SA(J) : REM TOTAL OF SALARIES
( 120 NEXT J
 130 PRINT "TOTAL NETT WAGES = £";TS
 140 FOR J = 1 TO EMPLOYEES
( 150 PRINT "EMPLOYEE";J;"   NETT WAGE ="; SA(J):PRINT
 160 SA(J) = SA(J) + DE(NU)/2 : REM ADD ONE HALF PENNY TO PREVENT ROUNDING ERROR
 170 FOR K = 1 TO NU
( 180 X% = SA(J)/DE(K)
 190 SA(J) = SA(J) - X% * DE(K)
 200 QU(K) = QU(K) + X% : REM TOTAL QUANTITY OF EACH DENOMINATION
( 210 PRINT X% ; " ";
 220 NEXT K
 230 PRINT
( 240 NEXT J
 250 FOR J = 1 TO NU : PRINT DE(J); " = " ; QU(J) : NEXT J
 260 DATA 8,5,1,.5,.2,.1,.05,.02,.01 : REM COINS IN USE
( 270 REM FIRST DATA VALUE = NUMBER OF DENOMINATIONS IN USE
 280 END
```


Back on the menu?



It is important that people with a colostomy are encouraged to lead a normal life. But the problems resulting from the release of flatus from closed pouches may often restrict dietary habits.

Our new System 2 Closed Pouch Filter has a superior filtering medium, and used in conjunction with our specially designed pouch, overcomes many of these problems, while avoiding the drawbacks associated with other filters.

We are finding that people dissatisfied with their previous filter are discovering they now have the freedom to sample a wider range of food and drink.

There may well be other factors which limit the diet of colostomists, but flatus should no longer be one of them. Now some old favourites are back on the menu!

Please send me further information and a free sample.

Name

BLOCK CAPITALS

Address

Stoma Size

Flange Size (please tick box)

Up to 1/4"

☐ 38mm

Up to 1/2"

☐ 45mm

Up to 2"

☐ 57mm

Up to 2 1/2"

☐ 70mm

No stamp required. Address to:

Squibb Surgicare Limited Freepost TK245

Squibb House, 141-149 Staines Road,

Hounslow, Middlesex TW3 3JB

CD BI

NEW SURGICARETM
SYSTEM 2 CLOSED POUCH FILTER

Squibb Surgicare Limited, Squibb House, 141-149 Staines Road,
Hounslow, Middlesex TW3 3JB, Telephone 01 572 7422.

A member of the **Convatec** division of E. R. Squibb and Sons Inc.

Made in England. Registered user of the trademarks.

Linking in with invoices

A program for writing invoices, written by Mr David Hunter of Denny, Stirlingshire, can be used on a Vestric Link computer.

The program is written in MBASIC, says Mr Hunter, and is being used on a Link 3

computer (an ICL PC15). When run the program will accept up to 100 items and ask for headings and references.

After that it will ask for the number of items and then each one to be input, followed by its cost. It will add VAT itself or not depending on the item type and print what has been input with a prompt so that the information can be checked as correct. Before the invoice is totalled discount can be deducted if required.

The only changes that need to be made for whoever wishes to use the program are the business name and address, and the VAT number at lines. 5510-5550.

```

5170 REM INVOICE FORM
5180 CLEAR
5190 DIM I$(100)
5200 DIM I(100)
5210 DIM V(100)
5220 PRINT
5230 PRINT
5240 INPUT"NAME OF BODY INVOICE FOR ";A$
5250 INPUT"ADDRESS(TWO LINES) ";B$
5260 INPUT C$
5270 INPUT"THEIR REFERENCE ";D$
5280 INPUT"OUR REFERENCE ";E$
5290 INPUT"INVOICE DATE ";F$
5300 INPUT"HOW MANY ITEMS FOR THIS INVOICE ";N
5310 FOR C=1 TO N
5320 INPUT"ITEM NAME ";I$(C)
5330 INPUT"COST ";I(C)
5340 INPUT"HAS 15% VAT TO BE ADDED,ENTER 1 FOR YES, TWO FOR NO ";Z
5350 IF Z=2 GOTO 5390
5360 V(C)=(I(C)*15)/100
5370 PRINT
5380 PRINT
5390 PRINT"YOU HAVE ENTERED"
5400 PRINT
5410 PRINT"ITEM ";I$(C)
5420 PRINT"COST ";I(C)
5430 PRINT"VAT ";V(C)
5440 PRINT
5450 INPUT"IF CORRECT ENTER 1, IF NOT ENTER 2 ";Y
5460 IF Y=2 GOTO 5320
5470 V=V+V(C)
5480 I=I+I(C)
5490 NEXT C
5500 LPRINT"INVOICE"
5510 LPRINT TAB(55) "BADDON CHEMIST"
5520 LPRINT A$ TAB(56) "54 DUKE STREET"
5530 LPRINT B$ TAB(56) "DENNY"
5540 LPRINT C$
5550 LPRINT TAB(54) "VAT NO 343 267 57"
5560 LPRINT"INVOICE DATE: " F$ TAB(50) "OUR REFERENCE: " E$
5570 LPRINT"YOUR REFERENCE: " D$
5580 LPRINT
5590 LPRINT"ITEM COST VAT"
5600 LPRINT"-----"
5610 FOR C=1 TO N
5620 LPRINT USING "\I$(C);
5630 LPRINT USING "EEEE.EE";I(C);
5640 LPRINT " ";
5650 LPRINT USING "EEEE.EE";V(C)
5660 NEXT C
5670 LPRINT"-----"
5680 LPRINT " ";
5690 LPRINT USING "EEEE.EE";I;
5700 LPRINT " ";
5710 LPRINT USING "EEEE.EE";V
5720 INPUT"ANY DISCOUNT TO BE DEDUCTED, ENTER 1 FOR YES, 2 FOR NO ";X
5730 IF X=2 GOTO 5920
5740 INPUT"WHAT DISCOUNT % TO BE DEDUCTED ";D
5750 A=(I*D)/100
5760 B=(V*D)/100
5770 LPRINT"-----"
5780 LPRINT"LESS DISCOUNT ";
5790 LPRINT USING "EEEE.EE";A;
5800 LPRINT " ";
5810 LPRINT USING "EEEE.EE";B
5820 LPRINT"-----"
5830 LPRINT " ";
5840 LPRINT USING "EEEE.EE";I-A;
5850 LPRINT " ";
5860 LPRINT USING "EEEE.EE";V-B
5870 LPRINT
5880 LPRINT TAB(50) "=====
5890 LPRINT" INVOICE TOTAL > ";
5900 LPRINT USING "EEEE.EE";I-A+V-B
5910 GOTO 5950
5920 LPRINT TAB(50) "=====
5930 LPRINT" INVOICE TOTAL > ";
5940 LPRINT USING "EEEE.EE";I+V
5950 FOR C=1 TO 5
5960 LPRINT
5970 NEXT C

```

New from Park

Park Systems have launched a computer labeller based on the Sharp MZ711 micro. The system is also being marketed by Macarthys through a franchise arrangement under the Choice name.

The computer keyboard (with integral cassette) fits beneath a purpose-designed perspex stand, on which the Epsom RX80 printer can be placed. In order to prevent mains fluctuations causing interference to the equipment the unit is fitted with an anti-surge plug.

The program, written in machine code, has been improved and up to 1,000 drugs can be held on file with PIP or Prosper codes. The software also includes a re-order facility, and a "page" of instructions that can be called up by locums.

The price of the system is £995 (+ VAT). A 24-hour replacement maintenance contract is available either by an appointed wholesaler or by express carrier. The labeller can be seen at Norchem, Blackpool, March 30 to April 1. *Park Systems Ltd, 17 Gascoyne Street, Liverpool L3 6BS.*

Forrest update

The Forrest computer labelling system has been improved by its first major software update.

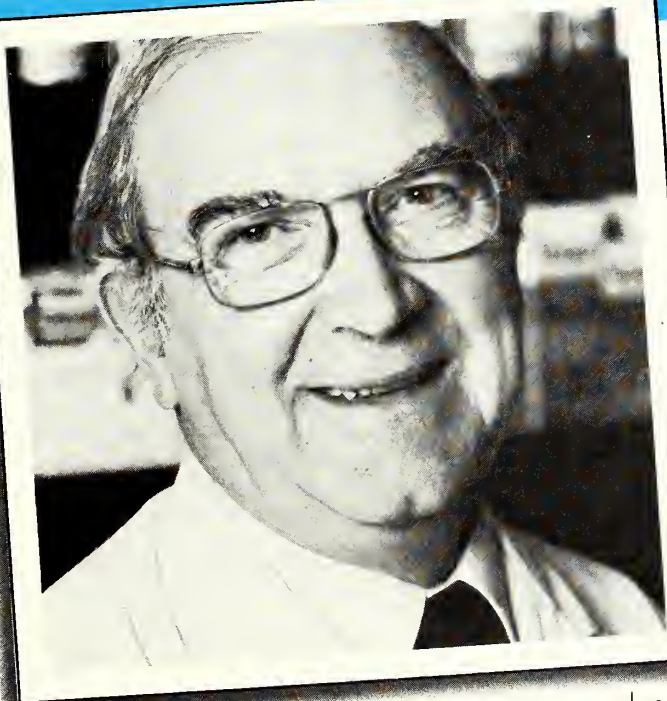
The drug file has been increased from 2,500 to over 3,000 drug names, giving access to about 4,000 products. The number of generics also has been considerably increased in the process. The drug menus now show up to 24 drugs on a page, instead of a maximum of 14 as previously. The new software allows the user to put in 200 drug names of his own choice.

Two of the special features of the system, the modified tractor unit / label peeler, and the printer cover which doubles as a prescription tray, are available for other systems which use the Epson FX80 printer. *D.P. Forrest Ltd, 145 Hamstead Road, Great Barr, Birmingham B43 5BB.*

There has been an extremely good response from readers following my comments and a "beginners" program published in *C&D*, February 11. Contributions will be published as and when space permits. While the points made by Mr Yates (p564) are quite valid, few pharmacists will have reached his level of expertise — most will be just starting on the learning process, and writing programs for their own use (and satisfaction). Editor.

"The right products at the right time and the right price with merchandising impact at the point of sale - that's Numark monthly promotions.

***"Numark
monthly promotions are
a terrific boost
to my business."***



Norman Bell, M.P.S., Tetbury, Gloucestershire.

Customers look forward to my monthly Numark promotions which always contain a wide range of regularly purchased brand leader products at low, low prices. Numark merchandising kits contain a comprehensive package of window banners and window bills with stack cards and shelf cards for use in the window, on shelves and special displays to highlight all my special offers.

Ten years on, I'm very pleased to say that customer response to Numark promotions is better than ever."

For further information, contact your local Numark Wholesaler or Numark Central Office, 51 Boreham Road, Warminster, Wilts BA12 9JU.
Tel: 0985 215555.

NUMARK
CHEMIST

***Ten years of
independent success***

First aid rights ... and wrongs

As a hospital pharmacist I was interested to read Mr Ackers' article on first aid in the pharmacy. I was concerned to see the recovery position in the photo — as my husband and I train members of the Life Saving Club and others for the RLSS resuscitation awards. Our candidates would be failed immediately if they put the casualties into such a position.

An unconscious person must be positioned much more on their side, supported by their upper arm and upper leg drawn up perpendicular to the body — to keep the chest and stomach clear of the ground. Also the head must be tilted back and the mouth open — to keep a clear airway.

The Authorised Manual of St Johns — St Andrews and Red Cross — (1982 ed.) gives good details (see pp 24-25) and there are line drawings in the RLSS book 5 on resuscitation. It is also advisable to be trained before attempting cardiac compression — as well as expired air (mouth to mouth) resuscitation.

I would recommend that all pharmacists should do a first aid course as run by the Red Cross, St Johns or St Andrews' Societies, and gain their first aid certificate, keeping them up to date by renewing every three years. Unskilled first aid can do more harm than good.

J. M. Travis (Mrs)
Southampton

Mr Ackers states that he has received many congratulatory calls concerning the article and replies:— "There are many first aid manuals available but none can consider the difficulties of a busy retail dispensing pharmacy. Accidents always occur when there is a queue of prescriptions and the counter is hectic. The place becomes a battlefield and the pharmacist must do something and be seen to do it quickly; the details given in the article will help towards this as they are all taken from extensive experience under these conditions. They are really helpful tips assembled in a readable and entertaining style to avoid the textbook image. They are not meant to replace a first aid course, which can take from six weeks to three months to complete.

"I cannot accept the view that a little knowledge is dangerous and should not be used. It would be tragic to let anyone expire on the shop floor because no attempt was made to revive them; the simple act of turning to face downwards is a great help.

"Photographs used to illustrate the article give a more human appeal than a line

drawing and also convey a real pharmacy actuality situation. The demonstrators both have St. John Ambulance certificates in first aid and home nursing and have been members of divisions for many years. They would be surprised to know that they would be 'immediately failed' by your exacting correspondent who perhaps is being misled by the angle of the camera and the legs and feet being shortened by the limitations of space on the page.

"It is rewarding to know that so many pharmacists have read the message and had their interest awakened to take further study of this essential subject."

Parallel links

Three interesting pieces of information appeared in *C&D* March 17, which, if linked together, could prove crucial to the whole debate on parallel importing.

Firstly, Kenneth Clarke was quoted as saying in the House "the pharmacist's existing professional responsibility for dispensing medicines is quite adequate as a protection for the public."

Secondly, the ABPI, our "friends and colleagues" from industry were asked by the DHSS for information on the difference between the contents of drugs marketed in the UK and abroad. They refused, bleating that it was not their responsibility to provide Government with this information.

I can only conclude that however much the profession is against parallel imports, the Government is quite happy to sit back and do nothing to stop the practice, as it suits the Treasury very nicely for us to reduce the drug bill. With retrospection about to become law they will be able to claw back the profits made in years to come.

As to the tears from our industrial "friends", they are as good as saying by default that the products sold abroad are as good as the UK versions and that they have been hoodwinking us for all these years.

I am afraid that community pharmacy will have to fight this one on their own as we have no friends at manufacturer or wholesaler level as has been seen with the disclosures recently to the national Press.

The third and last piece of information is the particularly nasty notice that Unichem is dishing out to anyone who requests it. This I consider to be demeaning to the profession. I challenge the Society's Council to declare this to be making an invidious distinction between community pharmacies and take action on anyone who dares to put this notice in their pharmacy. Is this the friendly wholesaler who cares so much for community pharmacy — I think not!

A.D. Allen
London E18

Taking the lid off

On reading *C&D*, (March 10) risking enlightenment on those gaps in the market I am failing to exploit, I was astonished to read over my coffee and nuts bar that the UK housewife is assessed by Reckitt's as "a nut in the loo".

Overcoming manfully any reluctance to delve deeper, as it were, I learnt that Mr Rykens believes that because he has to introduce germs to his laboratory loos before he can test new products, UK loos generally must be very clean. This may be true: however an unadventurous and unsporting laboratory staff might well give the area a wide berth if Mr Rykens and his new caustics were rumoured present.

The article goes on to describe the new "Haze pomander" as revolutionary — change the shape if it's a problem then.

Let us hear about no more openings in this particular market.

David Solomon
Liverpool.

Importing parallels

As nauseating as it was, the second instalment of the *Daily Mail* witch-hunt against community pharmacy cannot have come as a surprise to any of us.

Let us not, however, blame the journalist involved. His job, poor devil, is to scrounge around in the dirt until he finds something which can be exaggerated sufficiently to sell "newspapers" — and you have to admit he did this very well.

The blame lies firmly on those "colleagues" of ours who have engaged in this dubious practice, in the full knowledge that, sooner or later, this kind of scandal was sure to hit Fleet Street.

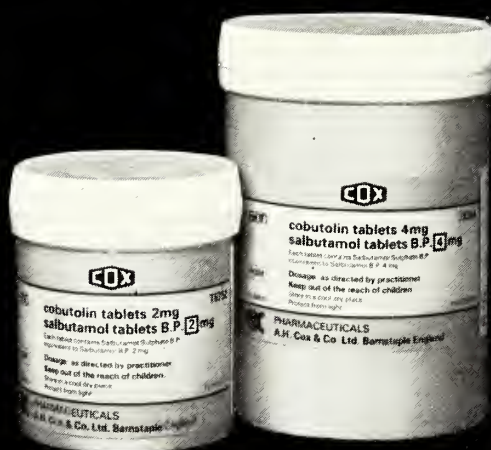
To try to justify parallel importing as good business sense is clap-trap, as any profits are sure to be clawed back eventually (an exercise which is probably all the nearer now thanks to the *Daily Mail*) and future basic prices will thereafter be reduced. (Has anybody learned anything from the wholesaler discount fiasco for goodness sake?)

The horrid truth is that there are those among us who are prepared to let the rest of the profession carry the can, financial and moral, just so long as they can make a short-term profit, the future for the profession being seemingly trivial to them. Apart from mere financial matters there are ethical

Cobutolin tablets 2 & 4mg

Salbutamol BP

Available from
**Cox Pharmaceuticals, one of the
leading British manufacturers**



- Produced to the same high-quality standards associated with the Cox generic range.
- Competitively priced.
- Soon to be introduced – 200 metered dose inhaler.

Cobutolin salbutamol from Cox

Further information is available from:-

Cox Pharmaceuticals

A H Cox & Co Limited, Whiddon Valley, Barnstaple, Devon EX32 8NS

Tel: (0271) 75001

Now from Cox Pharmaceuticals



considerations which are too obvious to warrant a mention plus the ever-present risk that, should any number of deaths or injuries result from these products for what ever the reason, the door to doctor dispensing would almost certainly be unlocked.

As if this were not enough we have a Council which, instead of showing some leadership, have managed, as usual, to sidestep the issue probably in the hope that eventually it would either go away or become hidden behind a logo (if they could design one large enough). There is nothing now to be done about parallel importing. The *Daily Mail* has done it all for us. All we can now do is wait for the inevitable.

When that happens there are some of us who have the guts to defend ourselves, we did it with some measure of success for the post-1980 contractors, we are prepared to take similar action for non-parallel importing contractors. We hope pharmacists will bear this in mind when they peruse the list of prospective candidates for the coming Council elections.

Peter Hulme
Stuart Powell
Mike Everitt

Post-1980 Contractors Committee

Leics reunion

We would like to bring to the notice of all past students of the Leicester School of Pharmacy, our intention to hold a "Reunion dinner" at the Grand Hotel, Leicester on Saturday April 6, 1985 at 7.30 pm.

Tickets from: Mr E. W. Bramford, 30 Launde Road, Oadby, Leicester. Cheques for £14.75 per head should be made payable to Leicester Pharmacy Reunion.

We can arrange accommodation for one or two nights at a reasonable price. If you wish to make bookings please let us know your requirements in reasonable time.

J. A. Box.
E. W. Bramford.
I. S. Richards

Leicester Polytechnic School of Pharmacy

'Tender' spot

I was interested to read Mr Watson's letter about not dealing in 2p, 10p and 5p coins, but what does he do when a customer pays for a purchase only with these coins? Does he refuse to accept them? If so, then he will lose a lot of customers as these coins are legal tender. If not, then he is still dealing in these coins and is therefore defeating the object of the exercise.

G. A. Kaye
Herts

NPA survey for Nuffield

The National Pharmaceutical Association is to conduct a random survey of 250 members to establish their views on "the profession and its future" for the Nuffield Inquiry.

The Inquiry panel is to be asked to co-operate by suggesting additional items for the questionnaire, the NPA Board decided at a recent meeting. (This is a composite report of its January and February meetings). The survey is in addition to the appointment of the NPA working party which is preparing a document setting out policy.

Parallel imports. The Board had expressed its concern about the increasing number of proprietary medicines being imported from other EEC member states into the UK at a recent discussion in Brussels. There was growing professional fear that these might prove harmful to patients.

The NPA had insisted that the quality, efficacy and safety of medicinal products obtained from parallel imports be guaranteed in the same way as medicines bearing a UK Licence.

Adverse Press. The Board resolved that a complaint be made to the Press Council about the *Daily Mail* "Killer Drugs" article and that members be asked, through the *Supplement*, for details from any pharmacist who had been approached by the *Daily Mail* reporters.

Security of Controlled Drugs. Director Tim Astill said the report of the Advisory Council on the Misuse of Drugs had been welcomed by the PSGB and the PSNC, with few reservations. The Board considered that any cost in implementing the recommended measures should be borne by the Government. Also that the paragraph "all recommendations made must be reasonable, practical, and commensurate to the risk and that occupiers must not be put to unnecessary expense" should be emphasised.

In welcoming the suggested move towards a more flexible system the Board recognised the danger in allowing enforcement officials too much discretion.

Advertising campaign. Two of the current magazine advertisements are to be replaced by new ones, and the "body copy" substantially reduced. The rates negotiated by the advertising agency (Beam) were reported to be better than in the previous year.

The second Marplan omnibus survey would take place in March as agreed. The questions would be similar to those asked

before. Taylor Nelson had been commissioned to do a telephone survey at the end of February of 100 randomly selected members to assess their views about the campaign and its progress.

Phenylpropanolamine. The DHSS consultation document proposing that extra controls be applied to products containing phenylpropanolamine was considered. After careful deliberation it was decided that no comment should be made at this point. Further developments would be monitored and appropriate action taken when and if necessary.

Health & Social Security Bill It was agreed to lobby the members of the Standing Committee that was considering the Bill. The Board felt that the Bill should include provisions that deputies be available for the two pharmacist members of FPC's and that the chairman of an FPC should always be a lay person.

Dinners Arrangements were being made for a dinner involving Labour MPs in late March or April.

Business aids. John Goulding, business services manager, reported an increase in annual business from £1.4m in 1982 to £2.2m in 1983.

The Board agreed more publicity should be given to the greatly extended range of business aids and dispensary equipment now available.

Office computer systems. Satisfactory progress was being made in providing an adequate back-up for the Pharmacy Mutual Insurance system. The new computer room was ready for the installation of the PMI machine. Work was also in progress on the detailed checking of membership software.

The Interfirm Comparison programs were in use and the first surveys had been sent out to members. Later in the year the business aids system is to be set up.

NPA branch secretaries. The Board decided to extend an invitation to branch chairmen and secretaries to attend Board meetings as observers in rotation.

Unsatisfactory price and margins. Peter Taylor, suggested that the margins being offered by Sterling Health on their OTC product, Cymalon, were too low. Being a new product for cystitis, pharmacist counselling would be required and this had not been taken into account. The Board decided to write to Sterling Health giving its views.

Training. The Spring programme contained a list of ten seminars, most of which were held in London so as to facilitate attendance.

The one-day course on "Customer relations and basic skills" for sales assistants given by training officer, Ailsa Benson to local training groups in North Birmingham, Plymouth, Exeter and Wyvern had been over-subscribed.

Some people need more than a trace of zinc



Most people get enough zinc; traces of it in the normal diet are enough for day-to-day requirements. But some people do not eat a normal diet and they are at risk of zinc deficiency. And as zinc is lost in sweat, people who exercise heavily need more than the rest of us and may also be deficient.¹ As zinc is important for muscle strength, endurance and tissue healing², supplementation may be vital.

Until now zinc supplements have had one drawback – they were associated with a high incidence of gastrointestinal side effects. New Solvazinc is a soluble tablet which has virtually eliminated this problem. You can recommend Solvazinc with confidence.

AVAILABLE THROUGH
PHARMACIES ONLY



Solvazinc[®] The ideal zinc supplement

Further information is available from: Thames Laboratories Limited, Thames Building, 206 Upper Richmond Road West, London SW14 8AH. Telephone: 01-876-4316. References: 1. Harlambre, G. (1981) *Int.J.Sports.Med.* 2: 135. 2. Krotkiewski, M. et al., (1982) *Acta.Physiol.Scand.*, 116: 309

Find out more about zinc.

Send for the Zinc Information File now. Just fill in the coupon and post to Zinc Information File, Thames Laboratories Ltd., Thames Building, 206 Upper Richmond Road West, London SW14 8AH. Please send me my copy of the Zinc Information File.

Name _____

Pharmacy stamp _____

Thames Laboratories Ltd.

Hoechst scrap £10m UK drug investment

Hoechst UK have cancelled plans for a £10m pharmaceutical research plant in Milton Keynes, citing the UK's "completely adverse financial climate for the pharmaceutical industry" as the reason. The money looks likely to go to Japan instead.

Dr Brian Cromie, chairman of the company's health division and a member of the ABPI's board of management, made this point when putting the industry's case to Health Minister Kenneth Clarke last week. Plans for the plant were sufficiently well-advanced for him to be able to show the Minister architect's drawings.

Hoechst see the industry's biggest problem over the coming years as being declining patent life of originally-researched drugs — made all the worse by ever increasing Government demands on drug testing.

"If something isn't done to halt the current trend, new drugs in this country will be left with an effective patent life of only five years by 1990" warns Brian Cromie. Current patent life is effectively a little over eight years. American research suggests a new drug needs some 19-20 years on the market to recoup its research costs.

New American legislation guaranteeing patent life of 14 years for new pharmaceuticals will give USA-based companies a huge advantage over their European rivals, argues Dr Cromie, a company's main strength always being its home market.

Similar regulations are planned by the Japanese Government. Brian Cromie would like to see the UK follow suit, but is not hopeful. The European patent convention means 15 different sovereign states must first come to agreement.

Dr Cromie sees the Government's restrictions on pharmaceutical manufacturers' promotional spending as trapping the industry in a vicious circle, and fears companies hard-pressed to maintain sales may resort to "desperate and foolish measures," serving only to further blacken the industry's image in the public eye. Pressed on what shape such measures might take, he merely recalled recent much-publicised trips for doctors on the Orient Express.

The 15 biggest companies operating in the UK will do well from the new arrangements, he says, but those further down the list will suffer.



Outgoing chairman Norman Mischler (left) is to be replaced by Dominik von Winterfeldt

The Pharmaceutical Price Regulation Scheme has been so heavily modified over the years that it is now a "contrived and artificial system," says Dr Cromie. This is the result of both tampering from the Government and misuse by the industry.

There seems some hope for Dr Cromie's talks with Kenneth Clarke, though. "The Minister seemed to react to some of my arguments as if hearing them for the first time" he recalls.

He emphasises that the industry still has a lot of work to do in putting its case to the public and politicians. "The ABPI has been sitting on its backside for years" he says. As a starting point, Dr Cromie suggests each pharmaceutical manufacturer adopts a "parish" of MPs — making it their job to get the message across to that particular group. There's also a role for other trade associations such as the NPA, it is argued.

He'd also like to see original pack dispensing introduced in the UK. "Half our problem is that our products are sold anonymously" he explains. "This means that people hear the company name only when something goes wrong." And he argues that this would result in a greater role for the pharmacist, by freeing him from tablet-counting and leaving more time for patient consultation.

Dr Cromie was speaking at a Press conference to announce the company's 1983 results.

Hoechst UK profits for 1983 reached £4.4m — a turnaround of £6.16m from 1982's £1.75m loss. Total sales rose 7.3 per cent to £523m.

Losses after tax on ordinary activities were greatly reduced at £1.39m (£8.25m), this improvement arising largely from the sale of Optrex to Boots in February which, along with other disposals, generated extraordinary income of £5.4m. This also helped the group to reduce interest charges

by 16 per cent.

The group's chemical activities contributed profits of £8.15m (up 44 per cent) on sales of £208.42m (a rise of 11 per cent).

Worldwide Hoechst policy precludes further splitting of the chemicals figures to give results specifically for pharmaceuticals.

Chairman Norman Mischler describes the year as one of "gradual and sustained improvement" and expects this trend to continue throughout 1984. Figures to mid-March seem to support his optimism.

Dominik von Winterfeldt, currently managing director and chief executive of the company is to take on additional responsibility as chairman when Mr Mischler retires at end of June.

Sassoon gets own sales team

Richardson Vicks are to establish a separate sales and marketing organisation for their Vidal Sassoon subsidiary in the UK.

The organisation will be responsible for the Sassoon range and also Moncler Derma and Pantene products.

Peter Warden, formerly marketing manager for Oil of Ulay, will become UK manager of the new team, comprising a sales force of 20, which will concentrate solely on chemist and direct field accounts.

A national account team will service the department and drug stores.

New marketing plans include a television, magazine and newspaper advertising campaign breaking in June. Below the line spending of over £1m will also take place during 1984.

S&N results

Smith & Nephew increased pre-tax profits by 30 per cent in 1983 to £44.6m, with sales increasing 15 per cent to £314m.

Medical and healthcare turnover accounted for £158.4m of total, contributing £25.3m to operating profit — up 23 per cent on 1982. Personal hygiene products managed sales of £40.5m and the division was the only one to show a decline in profits — down 4 per cent on the previous year. Toiletries increased sales by 13.8 per cent to £20.7m.

The UK sales increased by £10.7m in 1983 accounting for 43 per cent of the total. Pre-tax profits for the first quarter of 1984 look good so far.

Chemist & Druggist 24 March 1984

Budget cheer wears thin

After the budget's first euphoric welcome more reasoned reactions from small businesses federations aren't quite so merry.

The minister responsible for small firms, David Trippier, gave the budget a good reception, calling it a "boost for enterprise," but his reasoning has been firmly shot down by two small business groupings.

Mr Trippier said: "By removing the National Insurance Surcharge and lowering smaller companies' corporation tax, the Chancellor has lifted the most pernicious burdens."

In contrast, a spokesman for the National

Federation of Small Businesses and the Self-employed comments: "We welcome the broad thrust of the budget, but the self-employed in particular will suffer."

"The changes in first year allowances mean that small firms will lose out as they will have less to set against tax. The abolition of stock relief will also be an extra burden."

Corporation tax changes would hardly affect the small business sector at all as many of them are not limited companies, he said. "It's a budget for the big boys."

The Forum of Private Business is of a like mind: "The 1984 budget is a boon to big businesses, but will do little to stimulate jobs in the vital small firms sector."

"The abolition of NIS will produce sufficient savings to take on one extra person per 110 employees...yet most small firms employ less than ten people."

Loan scheme under review

Major changes may be made to the loan guarantee scheme — if it survives a government review currently underway.

A spokesman at the Department of Trade and Industry says that if the scheme continues it is probable that participating financial institutions may be forced to take more of the risks. Interest payments may also be raised, although this would go against the objective of encouraging small businesses to borrow for investment.

The scheme, introduced in 1981 on a three-year pilot basis, has made net losses of about £34m — one in three businesses using the scheme have gone into liquidation.

In terms of take-up though the scheme has been hailed as a success, with over 13,000 businesses borrowing more than £450m. Within retail itself 2,054 businesses have borrowed £52.2m.

The scheme is aimed at those ventures without a personal track record and borrowers pay a premium of 3 per cent to the government in return for an 80 per cent guarantee. The four main clearing banks and the Industrial and Commercial Finance Corporation who lend the money stand the remaining 20 per cent risk.

Raising the banks' share of the risk to 30 per cent has been suggested, to encourage a more rigorous assessment of those applying for loans.

Scrapping of the scheme altogether cannot be ruled out, although the Small Firms Minister, David Trippier, is known to favour continuation. A final decision on the fate of the scheme will be taken in May.

More Business News overleaf

Problems with drug prices

British drug manufacturers are not the only ones falling foul of government pricing policies.

In Australia Ciba-Geigy and ICI have been directed to reduce prices on two generic products by April 1. ICI estimate that the requested reduction for Inderal, already reduced last October, will cost them \$1.8m a year, according to *Pharmacy Trade*.

And no less than five major manufacturers in Greece have closed their Athens offices due to a steep slide in the value of the drachma against the US dollar says the *Financial Times*. The Federation of Pharmaceutical Importers is meeting the Government to appeal for a relaxation of the current pricing policy, which it claims will force members to discontinue supplies.

Pharmacists in Athens describe the drug supply situation as chaotic, says the *FT*, with

shortages of a large variety of imported drugs for which there is no locally manufactured substitute.

So far Merck Sharp & Dohme, Smith Kline & French, Boehringer-Mannheim, Sterling Winthrop and Merck-Darmstadt have left Greece.

Ciba-Geigy sales increase

Restructuring measures undertaken by Ciba-Geigy have contributed to a 1983 increase in sales of 16 per cent on the year. Unaudited figures show sales of £493m in 1983 — 36 per cent of which were exports. Foreign sales themselves totalled £177m, an increase of 17 per cent.

THE TRIANGLE TRUST

The Triangle Trust 1949 fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependants employed or formerly employed in the pharmaceutical industry in Great Britain. Such relief may include assistance with educational expenses.

The Trustees will also consider on their merits any applications for assistance beyond the scope of an employer's responsibilities, concerning education or training at recognised centres of study for general or special subjects.

For additional information, or to apply for assistance, write to:-

**The Secretary Dept CD
THE TRIANGLE TRUST 1949 FUND
Clarges House, 6-12 Clarges Street
London W1Y 8DH**

THE FINEST NAME IN SHOPFITTINGS

Salesmaster

Send Today for your
FREE BROCHURE showing our
Range of Exciting New Designs

Name: _____

Address: _____

Tel: _____

CD 1



ROE SHOPFITTINGS LTD
REGENT HOUSE, DOCK ROAD, BIRKENHEAD,
MERSEYSIDE L41 1DG. Tel: 051-647 8794 or 01-487 5188

Retailers wasting fuel?

Fuel bills could be reduced by 10-20 per cent if retailers controlled their energy requirements and cut down on waste — according to managing director of Welsmere Energy Management, Chris Bream.

Speaking at the Retail Europe '84 Conference and Exhibition held in Amsterdam, Mr Bream was part of a British team who concluded that management did not understand the significance of the

energy overheads. Energy is one of the genuinely reducible overheads, and by reducing this profit margins are increased quickly.

Speaker Andrew Bainbridge, managing director of Grafton Consultants Ltd, said waste could be reduced by motivating staff: "Staff regard cost-cutting as boring, so we have to show them what it costs to leave lights on and taps dripping and what they can do to reduce waste."

Mr Bream went on to discuss technical advances such as electronic energy management systems, whereby companies owning a number of stores can control fuel consumption from one central computer.

Celltech in US R&D deal

A \$1m (£0.7m) research and development project on the human growth hormone is to be undertaken by Celltech, in conjunction with Sero Laboratories of the USA.

The work will cover development and commercialisation of a cell culture production process for human growth hormone (hGH), currently derived from human cadavers. And as supplies become more plentiful new applications are expected for hGH, including treatment for

burns, fractures and weakened bones.

Development work is projected to last for 13 months and the product is expected to reach the market in approximately three years. Clinical trials and regulatory procedures will be undertaken by Sero and worldwide marketing rights go to Sero Pharmaceutical Partners (in which a subsidiary of Sero is the general partner).

Upon completion of the development programme, Celltech will receive success and royalty payments.

APPOINTMENTS

Macarthy's reorganise

Following the retirement of Francis Booth, MPS, Macarthy's Ltd have reorganised operations management into two geographical areas. Peter Barratt, MPS, based at Wembley, will be operations director responsible for the South-East area covering Wembley, King's Cross, Norwich, Cambridge, Romford, Southend, Dagenham and East Grinstead. Geoff Haseldon, MPS, based at Birmingham, will be responsible for remaining depots.

Kirby-Warrick Pharmaceuticals Ltd: David Fleet, MPS, is appointed marketing director (OTC). He will also be responsible for the company's contract and export business. Michael Redmond becomes marketing director (ethical products) and Dr Victor Daniels becomes medical services director. Dr Daniels will be responsible for the clinical research, regulatory affairs and medical information.

Pharmax Ltd: Robin Burrows is promoted from scientific services manager to director of licensing and pharmaceutical development.

Farley Health Products Ltd: Tony Nunan, from Beecham Products International, joins as product manager, home medicines.

Bristol-Myers Co Ltd: Miriam Clopman is promoted to operations director in the UK. She joined the company eight years ago as an industrial engineer in Syracuse and has also spent some time in the financial division.

Fujimex Ltd: Hayley Beale has been appointed product manager for Fuji, covering the marketing and development of amateur films in the UK, while Anne Mapson joins the sales administration section.

PPF International: Astra West joins from IFF UK as senior evaluation manager of the UK fragrance division. Andrew Attfield becomes business unit manager for the essential oils division in Grasse, France, and Dennis Quinn has been appointed sales manager ASEAN, flavour and food ingredients division, based in Singapore.

Monday, March 26

London Branch, Guild of Hospital Pharmacists, Middlesex Hospital, at 7.30pm. "What every pharmacist should know!" A demonstration of drug administration equipment.
Plymouth Branch, Pharmaceutical Society, Medical centre, Greenbank, Plymouth, at 8pm. Professor Robert Smith, St Mary's Hospital, on "Drug metabolism and extraction."

Wednesday, March 28

Crawley, Horsham & Reigate Branch, Pharmaceutical Society, Postgraduate medical centre, Redhill General Hospital, at 7.30pm. Miss Tina McKie, Principal drug information pharmacist, SW Thames RHA, on "Drug information."
Northumbrian Branch, Pharmaceutical Society, Ponteland sports centre, at 7.30pm. Discussion group.

Thursday, March 29

Hull Pharmacists' Association, Postgraduate centre, Hull Royal Infirmary, at 7.45pm. Annual meeting.
Dundee and Eastern Scottish Branch, Pharmaceutical Society, Lecture theatre 1, Ninewells Hospital and Medical School, Dundee, at 8pm. Talk by Dr J. McIntosh Patrick. Joint meeting with Dundee division of the British Medical Association.

Advance information

S.E. England Region, Pharmaceutical Society, Brighton Polytechnic, Varley hall of residence or Eastern Terrace, April 9-12. Postgraduate education residential course on vaccines, tropical medicine, immunosuppressants, cytotoxics and antineoplastic drugs. Information from Dr R.W. Daisly, Regional course organiser, Department of pharmacy, Brighton Polytechnic, Moulsecoomb, Brighton BN2 4GJ (tel 0273 693655, Ext 2117).

Pharmaceutical Society postgraduate school 1984, School of pharmaceutical sciences, University of Stathclyde, George Street, Glasgow, April 8-12. "The role of clean rooms in sterile manufacture." Fees are £185 for society members, £225 for non-members. Details from Mr R.E. Marshall, School secretary, Pharmaceutical Society of Great Britain, 1 Lambeth High Street, London SE1 7JN.

Society for Drug Research, School of Pharmacy, Brunswick Square, London WC1, April 5, at 9.30am. Symposium on "The role of membrane receptors in drug discovery." Registration is £10. Members do not need to register in advance. Inquiries to Barbara Cavilla, secretariat, Institute of Biology, 20 Queensbury Place, London SW7 2DZ (tel 01-581 8333).

Royal Society of Health, The Royal Society, 6 Carlton House Terrace, London SW1Y 5AG, April 11, at 10am. Conference on "Communicable diseases — new frontiers." Fees are £20 for members, £30 for non-members. Closing date for application is April 2. Information from the Royal Society of Health, 13 Grosvenor Place, London SW1X 7EN (tel 01-235 9961).

United Kingdom Clinical Pharmacy Association, North Staffordshire Medical Institute, Hartshill, Stoke-on-Trent, April 11. "UKCPA workshop — clinical pharmacokinetics." Registration: £15 for members, £25 for non-members. Information from Miss C.M. Clark, Principal pharmacist (clinical services), Hope Hospital, Eccles Old Road, Salford (tel 061-789 7373 ext 46).

United Kingdom Clinical Pharmacy Association, Whiston Hospital, Prescot, Merseyside, May 23. "UKCPA Workshop — Drug literature evaluation." Fees are £15 for members, £25 for non-members. Information from Mr L.A. Goldberg, District pharmaceutical officer, 8th Floor, Peel House, Albert Street, Eccles, Manchester M30 0NJ (tel 061 7076611 ext 281).

1984 Annual Scottish Hospital Pharmacy Seminar, Sterling University, June 16-17. Provisional programme and application form from Dr R. Lowther, Lothian Health Board, 11 Drumsheugh Gardens, Edinburgh (tel 031-225 1341).

Cosmetic Toilette & Perfumery Association, Kingston Polytechnic, July 9-11. Microbiology training course. An intensive one week course for students with or without a prior knowledge of microbiology but one year's basic experience in a quality control laboratory. Fee is £300. Information from: I.M. Philipson, Head of scientific services, CIPA, 35 Dover Street, London W1X 3RA (tel 01-491 8891).

Royal Society of Health, Baden Powell House, Queen's Gate, London SW7, on April 18, at 10am. Conference on "Contraception today." Topics include: chemical and barrier methods, post-coital contraception, and the Pill and cancer. Fees are £20 for RHS members, £25 for non-members. Closing date for applications is April 2. Information from The Royal Society of Health, 13 Grosvenor Place, London.

Spectra Services, Café Royal, London, on April 12, at 9am. Conference on the application of Viewdata technology in retailing. Chaired by David Musson — head of Prestel marketing. Fees are £225 + VAT. Information from Spectra Services, Keyersbridge House, Wokingham Road, Hurst, Berks RG10 0RY (tel 0734 345585).

Article Number Association, Hilton International, London on Thursday, April 5. Conference covering developments in traded unit coding, retail scanning, access to sales data and trading data communications. Details from: Rik Dalglish Countrywide Communications Ltd, 84 Baker Street, London (tel 01-486 6734).

CLASSIFIED

Post to
Classified Advertisements,
Chemist & Druggist,
Benn Publications,
Sovereign Way, Tonbridge,
Kent TN9 1RW.
Telephone Tonbridge (0732)
364422. Telex 95132.
Ring Russell Peacock ext
272 for further information

Publication date
Every Saturday
Headings
All advertisements appear under
appropriate headings.
Copy date 4pm Tuesday prior
to publication date.
Cancellation deadline
5pm Monday prior to
publication date.

Display / Semi Display
£11.50 per single column
centimetre, min 30mm. Column
width 42mm.
Whole Page £990.00
(260mm × 180mm)
Half Page £525.00
(125mm × 180mm)
Quarter Page £295.00
(125mm × 88mm)

Box Numbers £2.50 extra
Series Discounts
5% on 3 insertions or over.
10% on 7 insertions or over.
15% on 13 insertions or over.

Professional Prescription Computer Labelling

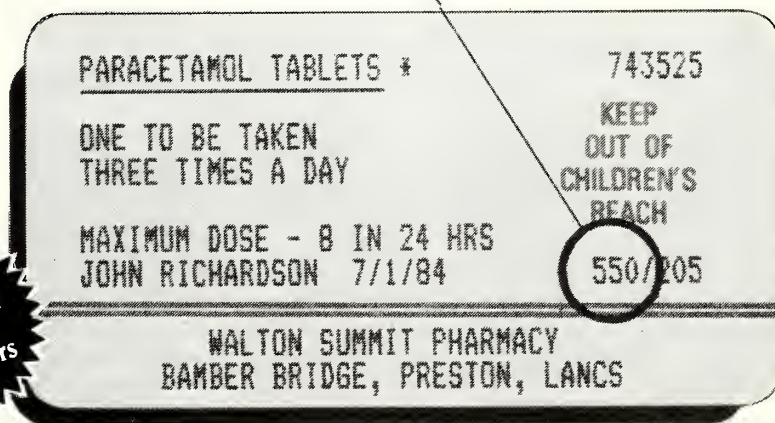


This is Quality Labelling

The Richardson system is more than just a labeller.

It automatically remembers details of all the drugs you use – and from this information, calculates a minimum stock level for each drug in the memory, which is then displayed on your label. Detailed daily and monthly usage printouts are also produced at the press of a button.

Very simple, yet very effective – and without any extra work at all. Many users claim that this stock control feature helps the system pay for itself within months. At prices from £1,165, can you afford to settle for anything less?



SEE US AT
NOR'
CHEM'84
Winter Gardens - Blackpool
30 March - 1 April 1984



NPA
Recommended

John Richardson Computers Ltd., Unit 337, Walton Summit, Bamber Bridge, Preston, Lancashire PR5 8AR. Tel. (0772) 323763

Appointments

'PIERRE CARDIN' 'EMANUEL' 'VIDAL SASSOON'

Agents needed for various areas to sell leading designer ranges of cosmetic purses and holdalls to top-class chemists, stores, and cosmetic & toiletry outlets.

Good commission rates and full company backing.

Please reply with full details of ranges carried and areas covered to:-

Mr. I. McPherson,
Character Products Ltd,
Unit A2, Old Brighton Road, Crawley,
West Sussex RH11 0PA.

DISTRICT PHARMACEUTICAL SERVICE.

Pharmacy Technicians

Applications are invited from qualified Pharmacy Technicians for two vacancies within the District Pharmaceutical Service.

Based at Victoria Hospital, Blackpool, the successful candidates will have the opportunity to participate in an extensive range of service provision including In-Patient and Out-Patient dispensing, purchasing and stock control, small scale production and pre-packaging and specialist parental reconstitution and additive services.

For further details and informal visit to the District, please contact Mr. D.J. Stead (Principal Pharmacist) at Victoria Hospital, Blackpool. Tel: Blackpool 34111 Ext. 343.

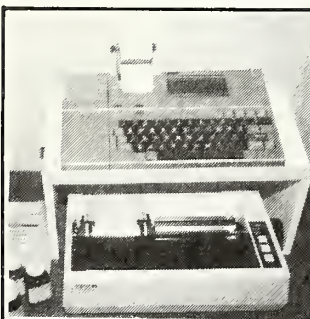
Closing date for completed applications: 9th April, 1984.

Application form and job description from General Office, Victoria Hospital, Blackpool. Tel: Blackpool 34111 Ext. 234/380.

BLACKPOOL

Wyre & Fylde Health Authority

Computer Labelling



ORALABEL

Orange Computers Ltd,
Ruskin Chambers, Drury
Lane, Knutsford, Cheshire
WA16 6HA. Tel: 0565 53417.

**NEW HIGH SPEED SYSTEM
£897.50**

- Epson HX-20 Micro
- Buffered RX-80 Printer
- Enhanced program
- Option of wholesaler Link-up

Oralabel Program (Only)

- For existing
HX-20 users

**BASIC SYSTEM
STILL ONLY £625**

RECOMMENDED

Stock for Sale

JUST PERFUMES

457B ALEXANDRA
AVENUE,
RAYNERS LANE
HARROW MIDDX.
Tel: 01-866 4563
01-868 0100

Telex: — 8954667 VBSTLX
REF SMY

**Large selection of
perfumes available at
competitive prices.**

Callers welcome

ALAMI IMPORTS & EXPORT LTD

Handkerchiefs loose and boxed,
range of tea towels. Jacquard and
handloom towels, pillow cases,
yellow dusters, face cloths, baby
nappies, terry socks.

REAL FIND, BULK INQUIRIES WELCOME

**HOPEGLADE HOUSE
19, 23 KINGSLAND ROAD
LONDON E2 8AA**

Tel: 01-729 5501 (4 lines)

Cables: SUNAMEX LONDON Telex: 893903 ALAMI G

FILMS KODAK TUDOR FLASH FILMS FILMS

**STOCKISTS OF WELL KNOWN BRANDS
OF PERFUMES / COSMETICS / CHEMIST
SUNDRIES KODAK FILMS, FUJI FILMS,
TUDOR FILMS, FLASH.**

Ample Parking

PASCO'S COSMETIC SALES
425C HARROW ROAD
LONDON W10 4RE
Telex: 8813271
Next day delivery service

FOR PRICE LISTS
Tel: 01-960 0319
01-960 5752
Open Mon-Fri 9.30am-5.30pm
Sun 9.30am-2pm

PERFUMES PERFUMES PERFUMES PERFUMES



IMPORT / EXPORT

Call us for the most competitive
prices; the best range; the
quickest service; cash and
carry.

CONTACT: EURO CHEM LTD

3 Prince Close, Walworth Ind. Estate, Andover,
Hants. Tel: 0264 59872/59585.

Agents

AGENTS REQUIRED

to sell Henna products in Scotland, Ireland,
SE England & overseas.

Please contact:

**Persian Henna Ltd, Unit 12, Lammas Close,
London E10. Tel: 01-539 6506**

SALES AGENTS

Required throughout UK
to sell prestige French
perfumes. Must have
established connections.
Excellent commission.

Please write with full
details to:—

**Frangiere Ltd, PO Box
201, 17 Winwick Street,
Warrington, Cheshire.**

Trade Marks

Tablet Production,
Liquid Production,
Powder Production,
Packing ...

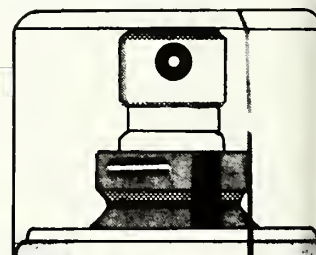


CONTRACT PHARMACEUTICAL SERVICES LIMITED
Park Road, Overseal, Burton-on-Trent, Staffordshire
Telephone: 0283 221616. Telex 341345

FRENCH & UK PERFUMES

Branded and unbranded
cosmetics and all
accessories at competitive
prices — wide selection of
sun preps and fashion
sunglasses.

**DENNIS AVIS WHOLESALE
(COSMETICS),
295 REGENTS PARK RD,
FINCHLEY, LONDON N3.
TEL: 01-346 7013.**



GERALD FRASER

**WHOLESALE
COSMETICS**

IF YOU WANT

**FRENCH PERFUME
ENGLISH PERFUME
DISCOUNT PRICES
DISCOUNT
COSMETICS**

Give us a call at:
33 Broughton Street,
Manchester
Telephone:
061-832 3427

Open 9.30-5 weekdays;
10-2 Sundays

AGENTS

Required for Polydine Antiseptic
Soap.
All areas.

*Except in West Mid. Derby,
Northants, Leics, Notts, Lincs,
Humburside, Staffs, Shropshire.*

*Contact: Mr. Davis, Clinical
Specialities. Tel: 0533 769500.*

FOR ALL YOUR CLASSIFIED ADVERTISING PHONE:

RUSSELL PEACOCK, 0732 364422 ext 272

Shopfitting



SHOPFITTING
SERVICE

N.P.A. & NUMARK APPROVED

FREE PLANNING AND ADVICE. FOR YOUR
SHOPFITTING PROJECT.

Contact: —
LUXLINE,
8 COMMERCE WAY, LEIGHTON BUZZARD, BEDS.
Tel: 0525 381356.

LEXDRUM
0626 832308

WE OFFER A PROFESSIONAL
SHOPFITTING SERVICE FOR THE
RETAIL PHARMACY

LEXDRUM STOREFITTERS
Chapple Rd, Bovey Tracey, Devon.
0626 832308

**STORE FITTINGS
LIMITED**

For the **ULTIMATE** in pharmacy design
with emphasis given to individual
requirements.

Telephone: 0626 832059
Northern Sales:
Carlisle 0228 47149

Allplan House, Cavalier Road, Heathfield,
Newton Abbot, Devon TQ12 6TG.

**ADVERTISE
YOUR STOCK
FOR SALE
IN THIS
COLUMN**



MYERS PHARMACIES
Specialist interiors for pharmacies
and dispensaries.

The Myers Formula
takes the headache out of refits.

Myers Pharmacies, 229 Green Lane, Ilford, Essex IG1 1XR
Tel: 01-590 3575

Stock Wanted

BRANDED TOILETRIES REQUIRED

UK or Continental packs for Middle East
market.

GENUINE OFFERS ONLY PLEASE

APPLY BOX C&D 3038

WANTED

Bullman Shopfittings

Telephone: (0202) 700175

After 9pm



Classified Advertisements
Post to Classified Advertisements, Chemist & Druggist,
Benn Publications Ltd., Sovereign Way,
Tonbridge, Kent TN9 1RW
Telephone: Russell Peacock, 0732 364422 Ext.272
Copy date 4pm. Tuesday prior to publication date

ORDER FORM

Please insert as below our advertisement under the heading _____

Please invoice _____ insertions _____

PLEASE PRINT _____

Address _____

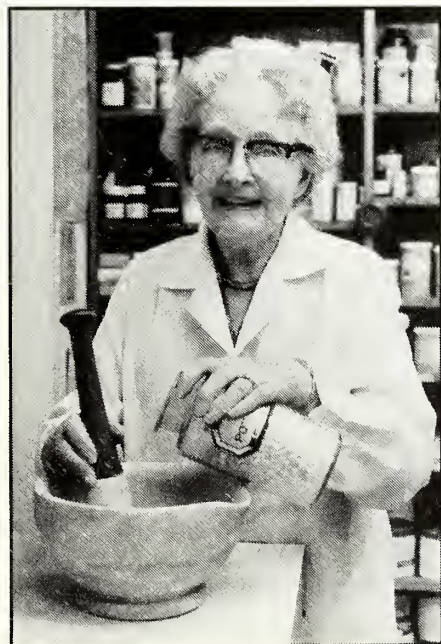
Phone _____ Date _____ Signed _____

Fifty years in the community

Brighton pharmacist, Mrs Constance O'Flinn, is celebrating 50 years of retail pharmacy in Brighton. She is marking the occasion by displaying advertisements of 50 years ago in her shop window.

The advertisements describe "Pink pills for pale people", Harlene hair tonic and Sunlight soap. "After seeing the display people have come into the shop and said 'let me shake your hand'", Mrs O'Flinn explains, a little surprised but pleased. "I have even received flowers and cards for my service over the years".

Mrs O'Flinn works in the Islingword Road, pharmacy with her son, Peter. She began her career with Boots, registering in 1921. "In those days we used to go to



college from work and pay for our own tuition", Mrs O'Flinn said.

At 81 Mrs O'Flinn says she has no plans of retiring. "I can take time off or go for a walk. But when I see people waiting in the shop and the girls working I feel guilty", she says.

Looking back Mrs O'Flinn can remember a time when she would make most of her patients' medicines — silvering or varnishing pills and preparing ointments and creams. "It took longer but I enjoyed it," she says.



Mr John B. Stephen after his investiture at Buckingham Palace on Tuesday. A proprietor pharmacist in Calder Cruix, Airdrie, for 32 years, he was awarded the MBE for services to the community. His visit to the Palace was followed by lunch at the House of Commons with his MP. Also pictured are his wife Phyllis (left), daughter Tracy and sister-in-law Dorothy Stratford.

Museum for Plymouth

Mr C. A. Park's pharmacy in Mutley Plain, Plymouth, is to be part of a Victorian pharmaceutical display in the city.

The contents of the pharmacy were to be sold by auction after the shop's closure at the end of last year (*C&D*, 17/24/31

December 1983, p1087). Instead they were acquired by the Mannamead Conservation Society which has set up a trust to preserve the items.

The Manpower Services Commission and Plymouth City Council are to support a project to establish a display in collaboration with the city museum.

It is hoped to house the exhibition in Merchants House from May. It will include fixtures and fittings from Mr Park's former pharmacy, taped interviews with Mr Park and a photographic display.



Donald Sutton, MPS, (right) has enlisted one of Numark's wholesalers to help in sponsoring his son Ian (centre) on the British Schools Exploring Society's Lyngen Mountains Expedition to Arctic Norway this Summer. Mike Watchorn, sales director of Richard Daniel & Son, Derby, presents a cheque for £200 to Ian

DEATHS

Elliott: On March 14, Alfred Thomas Samuel Elliott, MPS, of 6 Woodland Road, Ivybridge, Devon. Mr Elliott qualified in 1933. *Mr Mervyn Madge, secretary, Plymouth Branch, Pharmaceutical Society, writes:* "The sudden death of Alfred Elliott came as a shock to many members of the Plymouth Branch, none more so that myself since he had phoned me as convenor of the former Plymouth School of Pharmacy students reunion a few days previously, saying he could not attend owing to ill health, but wished to be remembered to 'his old pals.' He was an unassuming pharmacist, well liked and respected not only in professional circles but outside as well. Being head of the pharmacy department at the Moorhaven hospital all his working life he was well known and endeared to many. The Plymouth Branch mourns his passing and conveys its deepest sympathy to his two sons and daughter."

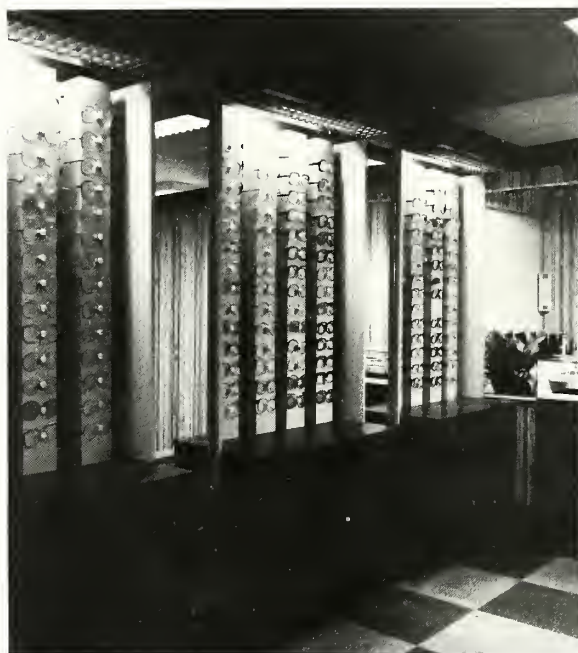
TAKE **NORDIA'S ADVICE BEFORE YOU REFIT YOUR SHOP!**



★ **A complete service from design to installation**



Examine their new CASCADE range of shopfittings for the pharmacy!



★ **Further information from:**

MASON NORDIA LTD.
Shopfitting Equipment & Service
Nordia House, Seacroft Industrial Estate, Coal Road, Leeds LS14 2AW
Tel: 0532 734721 (10 lines) Telex: 55379

SMALL BUSINESSES: HERE'S HOW THE TREWAX WHIRLWIND CAN SAVE YOU TIME AND MONEY, WHILE KEEPING YOUR FLOORS GLEAMING CLEAN.



Are you one of the many companies trying to find ways of reducing ever-increasing overheads? Are, for example, your cleaning costs getting out of hand? The new Whirlwind will not only substantially reduce the cleaning costs of your premises, but it is also the only machine in its class that enables you to handle a whole range of floor cleaning tasks from scrubbing to drying to polishing.

How does it work?

The Whirlwind is for use on any swept smooth floor and dispenses cleaning fluid direct to the brushes.

Scrubbing, vacuuming and drying takes place in one sweep of the machine.

A selection of brushes allows you to cope with anything from quarry tiles or uneven floors to simple scarifying. Change to light pads and the machine spray buffs or polishes to perfection dispensing a water/polish mixture from its tank, or finishing polish applied by other means.

Versatile

The Whirlwind has a track of only 32cms which makes it ideal for cleaning around furniture, into narrow aisles or

operating theatres.

Disinfectant can be dispensed with the cleaning fluid for efficient sterilisation.

And because the Whirlwind is such a lightweight it can be operated with ease by almost any of your personnel.

Find out more about the most competitively priced scrubber/drier/polisher on the market today. Post coupon now for details.

Whirlwind

 For a Free Demonstration and full details of offers phone, (0582) 599571 or post coupon today.

Post to: TREWAX MANUFACTURING LTD. FREEPOST, Luton LU4 0BR
(No stamp required) **CD 11**

NAME _____

POSITION _____

COMPANY _____

ADDRESS _____

POSTCODE _____

TELEPHONE _____

TREWAX

Lastonet

THE PROFESSIONAL GUIDE TO SURGICAL HOSIERY

Recent research shows that chemists find stocking and filling surgical hosiery prescriptions complicated and time-consuming. This has prompted Lastonet, the specialists in leg care, to initiate a "support for chemists" programme. The first step in this campaign is the Lastonet 'Professionals' Guide'.

A CATALOGUE OF LEG CARE

Containing material samples, ordering information and general advice, The Lastonet 'Professionals' Guide' is an invaluable aid to professionals – doctors, chemists and health visitors. Ask your Lastonet representative for a copy.

IMPROVED PRODUCT IDENTITY

Manufacturers' colour-coding of their products is not always as simple as they would lead chemists to believe, and selection of the right item of surgical hosiery can be arduous. Lastonet address this problem with simplified colour-coded packaging and

improved pack-end labelling to make selection and identification of the correct Lastonet product fast and straightforward.

CUSTOMER SUPPORT

Lastonet provide a special leg care booklet containing advice and information on this delicate subject. Chemists can redirect customers' queries to the factory. Experienced, sympathetic Lastonet leg care counsellors are happy to help.

Giving chemists the support they need

Lastonet

THE LEG CARE SPECIALISTS



KEEP YOUR LEGS
IN GOOD WALKING ORDER
PLEASE TAKE A BOOKLET

IMPROVED DISCOUNT

Lastonet now offer decisive discount rates on specific products and on smaller quantities.

GUARANTEE

All Lastonet made-to-measure products are backed by a full month guarantee. Chemists feel confident in recommending Lastonet products to their customers.

Lastonet

THE LEG CARE SPECIALISTS

Lastonet Products Ltd., Carn Brea, R
Cornwall. Tel: Camborne (0209) 71